

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 85

OCTOBER 3, 1931

Number 14



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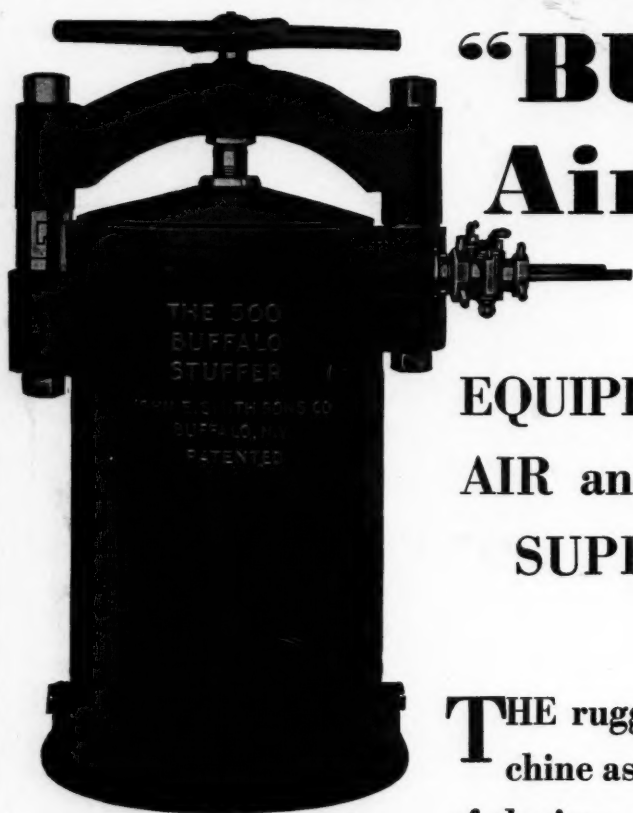
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"BUFFALO"
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**EQUIPPED WITH MEAT,
AIR and WATER-TIGHT
SUPERIOR PISTON**

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 85. No. 14

OCTOBER 3, 1931

Chicago and New York

Business Leaders from Abroad Discuss Situation at Packers' Meeting

Packers who attend the Institute convention at New York this month will hear the current situation discussed by leaders of business and industry from abroad.

Not Americans, but British, German, French and other European giants of business will be the speakers.

And the annual banquet will be a World Friendship Dinner, with the guests of honor men from abroad who have led in war, in peace and in promotion of world good will.

Field Marshal Sir William Robertson, who rose from a private in the ranks to be Chief of Staff of the British Army in the World War, has cabled that he is coming from England to address the Friendship Dinner to be held in New York, October 21, under the auspices of Columbia University and the Institute of American Meat Packers, with the cooperation of the Chamber of Commerce of the State of New York and the Merchants' Association of New York.

Major General John J. Pershing, who commanded the American forces in France, wired that he also will be present.

War and Peace Heroes.

The dinner will be given in honor of men who have been associated conspicuously with the prosecution of war, or who have negotiated peace, or who have advanced peace and good will. The guests will include—in three different groups—soldiers, statesmen and pioneering aviators.

The Friendship Dinner will close the Eighth Conference of Major Industries, which will be held at Columbia Uni-

versity on the morning and afternoon of October 21, under the auspices of the University and the Institute of American Meat Packers.

The Conference of Major Industries this year will have an international aspect. Its subject will be "The Current Situation." Speakers will include:

Industry Leaders from Abroad.

Andre Citroen of Paris, known as the Ford of France, and the largest manufacturer of automobiles in Europe, who will discuss the current situation of the automobile industry.

Fritz Thyssen, outstanding industrial leader in Germany and Europe, chairman of the United Steel Works of Germany, and president of the Interna-

tional Raw Steel Cartel, who will discuss the current situation of the steel industry.

Dr. Carl S. von Siemens, president of the famous German electrical firm, Siemens & Halske, employers of more than a hundred thousand men, who will discuss the current situation in the electrical industry.

Dr. Wilhelm Cuno, chairman of the board of the Hamburg-American Steamship Lines, and former Chancellor of Germany, who will discuss the current situation in the shipping industry.

Among other industries which probably will be represented at the Conference are agriculture, the chemical industry and railroads.

Big Men on Committees.

A distinguished board of honorary chairmen and a committee of outstanding business and financial leaders are cooperating with Columbia University and the Institute of American Meat Packers and the other organizations in the conference and dinner. The members of the Board of Honorary Chairmen are Thomas A. Edison, the inventor; Henry Ford, automobile manufacturer; Cyrus H. K. Curtis, publisher of the Saturday Evening Post and other publications; Julius Rosenwald, philanthropist and chairman of the board of Sears, Roebuck & Company; Owen D. Young, chairman of the board of the General Electric Company; Orville Wright, co-inventor of the airplane; Adolph S. Ochs, publisher of the New York Times; Thos. W. Lamont, of J. P. Morgan and Company; George Eastman, chairman of the board of the Eastman Kodak Company; Charles M. Schwab, chairman of the board of the Bethlehem Steel Corporation, and Har-

Packers' Convention Number

The official 1931 Packers' Convention number of THE NATIONAL PROVISIONER will appear under date of October 24, and will contain the complete report of proceedings, news features and pictures of the annual convention of the Institute of American Meat Packers.

Orders for extra copies of this number *must be received before October 15, to guarantee delivery.* Single copies, 50c each.

Address orders to THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill., enclosing remittance.

vey S. Firestone, rubber grower and tire manufacturer.

Sectional Meetings.

The sectional meetings occur on Friday and Saturday, October 16 and 17, at the new Waldorf-Astoria Hotel, 50th st. and Park ave., New York City, where the convention will be held. Programs of the Operation, Engineering and Construction and Chemical Sections were given in last week's issue of THE NATIONAL PROVISIONER. Programs of two other sections follow:

LIVESTOCK SECTION.

Saturday, October 17, 9:30 a. m.

E. N. Wentworth, Presiding Chairman.

1. The Influence of Soy Bean Feeding on Meat Products, Sleeter Bull, Associate Professor of Animal Husbandry, University of Illinois.

2. Mutual Problems of Packers and Order Buyers, speaker to be announced.

3. The Value of Uniform Standards for Grading Swine, speaker to be announced.

4. Importance of Swine Types to the Packer, speaker to be announced.

5. Live Stock Losses and How to Prevent Them, E. S. Waterbury, Chairman, Committee on Marketing Methods—Pork.

6. Value of Uniform Standards for Grading Beef, C. R. Hood, Chairman, Committee on Marketing Methods—Beef.

SALES AND ADVERTISING SECTION.

Friday, October 16, 2 P. M.

I. M. Hoagland, Program Chairman.

R. H. Gifford, Presiding Chairman.

1. After the Dealer Buys—What Then? John C. Cutting, Advertising Manager, Wilson & Co.

2. Reducing Distribution Costs, I. M. Hoagland, vice president, Armour and Company.

3. How One Meat Packer Has Obtained More Volume, Better Prices, and Lower Costs, Howard C. Greer, Institute of American Meat Packers.

4. The Producer's View of Meat Selling, J. D. Harper, Manager, National Live Stock Producers' Association.

The regular convention sessions occur on Monday and Tuesday, October 19 and 20. Complete program will appear in the October 10 issue of THE NATIONAL PROVISIONER. The Conference takes place on Wednesday at Columbia University and the World Friendship Dinner on Wednesday evening at the Waldorf-Astoria.

Rates and Exhibits.

Railroads are making special rates for the meeting, and a special Meat Packers' Train will leave Chicago on Thursday, October 15, at 11 a. m. over

Calendar of Convention Activities

The calendar of events in connection with the 26th Annual Convention of the Institute of American Meat Packers, to be held October 16 to 21 at the new Waldorf-Astoria hotel, New York, follows:

**Friday and Saturday,
October 16 and 17**
Sectional Meetings.

**Monday and Tuesday,
October 19 and 20**
General Convention Sessions.

Wednesday, October 21
Eighth Conference of Major Industries. (Held at Columbia University.)

Wednesday Evening, October 21
World Friendship Dinner.

the New York Central R. R., reaching New York at 8 a. m. on Friday. This train will carry those going to the convention from the West, Northwest and Southwest, as well as from Chicago. One and one-half fare for the round trip on the certificate plan is granted to those who attend.

Exhibits will be a special feature of this year's convention. Space in the two exhibit halls, just outside the entrance to the convention hall, has nearly all been taken. The exhibition will be a panorama of the latest in packing-house equipment and supplies. Director Harry L. Osman is in charge.

Gold badges for 50 years service in the industry, and silver badges for 25 years service, will be presented during

the convention to veterans entitled to them whose names have been sent in.

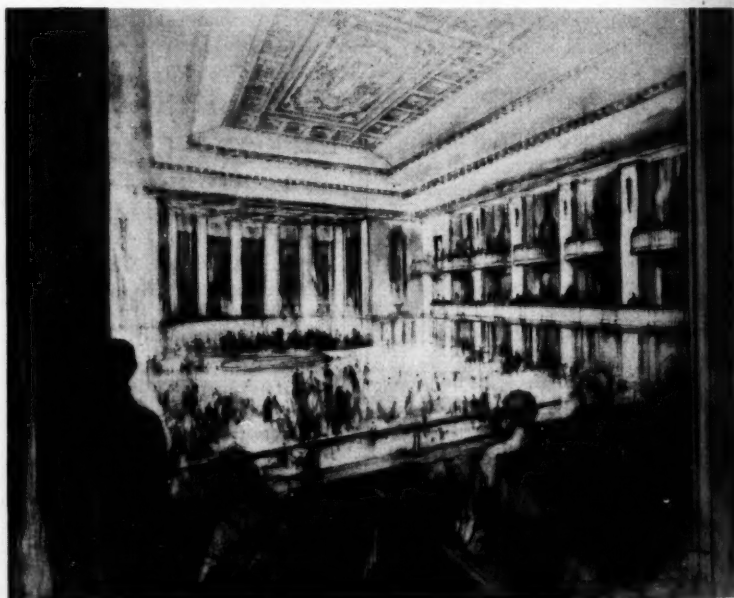
Complete convention program and information will appear in the next issue of THE NATIONAL PROVISIONER.

STUDY FOOD INSPECTION.

A demonstration of federal meat inspection was given recently at the plant of the Albany Packing Co., Albany, N. Y., to a group of municipal food inspectors. They were students at the first municipal training school for food inspectors, conducted under the auspices of the New York State Conference of Mayors. The class also visited Hamel's meat market to survey sanitary conditions in the retail shop. Lectures are included in the program, and the group heard talks by speakers from the U. S. Department of Agriculture, the State Department of Agriculture and Markets, the State Bureau of Animal Industry, and the State Board of Health.

LOFFLER STARTS OWN BUSINESS.

A. D. Loffler, Jr., Inc., of Washington, D. C., has been incorporated under the laws of Delaware, to conduct a business in sausage and meat products at Washington. The Loffler name is a household word in Washington, where the Loffler Provision Co. was a leading meat concern. When it became a part of the Gobel organization the Lofflers, father and son, became Gobel executives. Along with Frank M. Firor they have retired from the Gobel organization, and like Mr. Firor in New York, have put the Loffler name back in the meat trade in Washington.



WHERE WORLD FRIENDSHIP DINNER WILL BE HELD.

Grand ball room of the new Waldorf-Astoria Hotel, New York City, capable of accommodating 3,000 diners. Its capacity will be tested at the World Friendship Dinner on October 21, when world-famous men from abroad will be speakers and guests of honor.

Meat Packing Leads Nation's Industries Products Close to Four Billion

"Slaughtering and meat packing stands in the forefront of American industries."

This statement, made recently in Washington by the Director of the Census, confirms the leadership of this industry as shown by the latest census reports.

Dr. Steuart calls attention to the fact that the Census of Manufactures, taken biennially, covers all establishments engaged in wholesale slaughtering and meat packing, while the Census of Distribution, first taken in 1930, will show retail slaughter.

These two censuses will give an aggregate more nearly representing the actual total for this industry than any figures hitherto available.

Value of products of wholesale meat packing alone in 1929 amounted to \$3,434,654,097.

Beef makes the principal contribution to this total, the production in 1929 amounting to 4,575,491,960 lbs. valued at \$859,802,873.

Pork is second, with a total production of 3,571,276,745 lbs. valued at \$603,537,342.

"With an annual production value of approximately \$4,000,000,000, slaughtering and meat packing stands in the forefront of American industries," says the Director of the Census in a statement in the United States Daily.

"For census purposes, this industry classification covers all establishments engaged in wholesale slaughtering and meat packing, including abattoirs engaged wholly or chiefly in custom slaughtering. Plants that slaughter for the retail trade but also wholesale considerable quantities of meats are included, and reports made by such establishments generally cover both branches of operation.

"Through the Census of Distribution figures are now also gathered on slaughtering for the retail trade, and these figures will undoubtedly materially increase the grand total value of the industry's production.

"In the Census of Manufactures reports, statistics for establishments engaged exclusively in the manufacture of sausage, meat puddings, headcheese, etc., and sausage casings are shown under a separate industry classification.

"It probably also should be stated in

this connection that establishments classified in the slaughtering and meat packing industry in one census may, because of changes in the character of their business, be otherwise classified in another. The census statistics, however, now cover practically all important establishments engaged wholly or chiefly in slaughtering or packing both for wholesale and for retail trades.

Three and a Half Billion.

"Preliminary Census of Manufactures figures show that the value of the products of wholesale meat packing alone in 1929 amounted to \$3,434,654,097. This total was made up as follows:

Fresh beef, 4,575,491,960 pounds, valued at \$859,802,873.

Fresh veal, 511,102,745 pounds, valued at \$107,196,896.

Fresh mutton and lamb, 601,718,832 pounds, valued at \$145,416,001.

Fresh pork, 3,571,276,745 pounds, valued at \$603,537,342.

Edible by-products (livers, hearts, brains, tongues, tripe, etc.), 568,686,957 pounds, valued at \$63,029,655.

Cured beef, 71,593,184 pounds, valued at \$21,748,985.

Cured pork, 3,528,180,534 pounds, valued at \$668,696,699.

Lard, 2,041,210,887 pounds, valued at \$248,007,633.

Other products, \$717,218,013.

"Comparing 1929 with 1927, the figures for beef show a decrease of 9.2 per cent in quantity as against an increase of 13.4 per cent in value; those

for veal, a decrease of 7.2 per cent in quantity with an increase of 8.6 per cent in value.

"For mutton, lamb and pork, however, both quantities and values show increases at similar rates, namely, 9.7 per cent for quantity and 10.8 per cent for value of mutton and lamb, and 14.1 per cent for quantity and 15.5 per cent for value of pork.

"In addition to the figures on meat, statistics are also given on hides, pelts, hair, wool and other similar by-products. All the information concerning production is given both for the United States as a whole and by states.

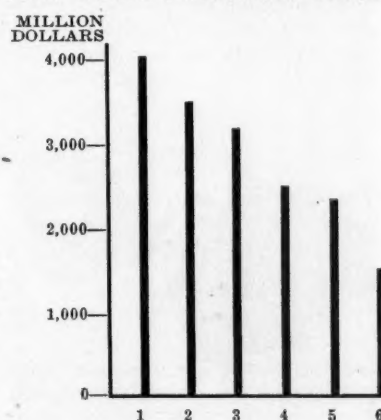
Census Figures More Complete.

"The census figures on numbers of animals slaughtered, supplemented by the Census of Distribution statistics on retail slaughtering, will give an aggregate more nearly representing the actual total than any figures hitherto available.

"For years, tanners and others have been aware of the fact that there was an unmeasured source of hides coming from principally the retail slaughtering establishments. Hence in that field alone the census figures are now more complete and serviceable than heretofore.

"In addition, the new Census of Distribution is furnishing a great amount of information on the marketing and consumption of meat products. This information is being made available through the distribution of manufacturers' sales reports, the wholesale and retail trade reports, and the commodity reports."

HOW GREAT INDUSTRIES RANK.



1. Meat Packing.
2. Motor Vehicles.
3. Steel Works and Rolling Mills.
4. Printing.
5. Petroleum Refining.
6. Foundry and Machine Products.

GERMAN IMPORTS AND EXPORTS.

In Germany, both imports and exports of livestock and meats declined materially in July, 1931, in comparison with either June, 1931, or July, 1930, says a U. S. Department of Commerce report. Cattle imports for July, 1931, totalled 6,317 head, against 9,132 for the previous month and 14,900 for July, 1930. Cattle exports, July, 1931, 2,886 head, against 3,955 for June, 1931, and 2,455 for July, 1930. Hog imports, July, 1931, 40 head, compared with 211 head the previous month, and 5,196 in July, 1930. Hog exports, July, 1931, 15,187, against 24,467 for June, and 17,009 in July, 1930. Meat imports for July, 1931, amounted to 2,628 metric tons, compared with 3,188 the previous month, and 12,056 in July, 1930. Meat exports, July, 1931, 1,118 metric tons; June, 916; July, 1930, 3,052 metric tons.

Corned Beef Sausage Is the Newest Builder of Meat Volume

New things sell most readily—whether it is shoes or motor cars or meat products.

What put the hat factories of Danbury, Conn., on a 24-hour schedule in the midst of depression?

Why do automobile manufacturers bring out a "new model" at least once a year?

Why are cigarette manufacturers wrapping their product in Cellophane?

What did sliced, packaged bacon do for bacon volume?

The answers to these questions are easy.*

*Except possibly that about the hats. For the benefit of those who may not be style-conscious, we mean the new Empress Eugenie hat!

When trade is dull, the enterprising sales executive looks for a new idea. In the meat trade a new idea—if it is good—shows quick returns.

The Latest Meat Novelty.

One of the recent new meat trade ideas is corned beef stuffed in casings.

Aside from novelty, it has the sales appeal of convenience and economy. And it affords an additional outlet to the packer for briskets.

It is said that 40 or 50 packers and sausage manufacturers are already building new volume with it.

Corned beef stuffed in casings is a comparative innovation in the meat industry, inaugurated by manufacturers of transparent cellulose casings in an effort to establish a wider market for this product.

New Outlet for Briskets.

Pickle cured beef is one of the oldest standbys of the retail market. It has furnished an outlet for many cuts that did not move into the trade readily fresh.

The trouble with the store-prepared product too often has been that the beef was not pickled or corned until it failed to move as fresh meat. In other words, it was stale stuff made over.

In the packinghouse the situation is different. The fresh briskets, plates or other pieces used for the purpose are put into pickle direct from the cutting floor, making possible the production of first-quality corned beef. Heretofore the packer has sold this in the piece, uncooked, or has prepared corned beef loaf.

"Corned beef sausage" appears to open up an additional outlet for corned

beef. It is a novel idea to the housewife to be able to buy a 1-lb or 2-lb. piece of stuffed corned beef, keep it in her refrigerator and slice it off as needed. Or to have offered to her sliced corned beef of the right size to fit either a round or a square sandwich.

For Consumer Convenience.

At first this new form of corned beef was put up in 7-lb. units. This meant slicing in the store, except when sold for institutional purposes. To meet the demands of consumers who were attracted by the product packers began to put it up in 2-lb. units, and some are now planning 1-lb. pieces.

The smaller units enable the housewife to buy a pound or two-pound "sausage" of corned beef which she can readily slice at home for sandwiches or other cold meat servings. The package is neat and compact, easily stored in the home refrigerator. It can be put up in either square or round form, making it adaptable for various uses.

In addition, the casings may be printed, enabling the packer to identify his product according to consumer demand for trade-marked goods.

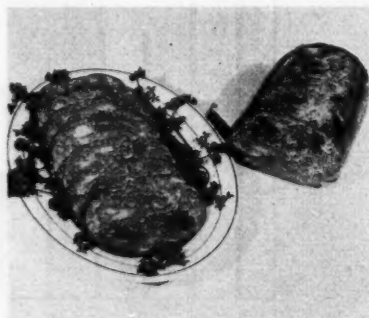
Tests for Best Product.

Tests to get the best results have evolved the following formula for the preparation of this product:

Take 100 lbs. of briskets, plates, rumps, bottom rounds, or whatever cut is used for the purpose, and run through the 1½ in. plate. Mix this ground beef well with

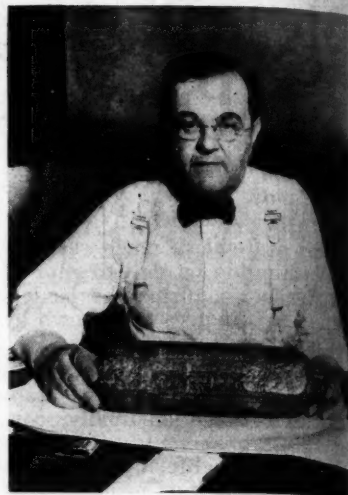
5 lbs. salt
4 oz. saltpeter
1½ oz. sugar

Pack in a tierce and cure 5 to 7 days at a temperature of 38 degs. F. Use meat nets for the beef when cooking. Cook at 160 to 170 degs. F. for 3½ hours.



MORE APPETITE APPEAL.

Corned beef sausage is the newest sales leader. Forty or fifty packers already making it say the meat is solid, does not crumble, the slices are uniform and rich, and the product has exceptional appetite appeal.



JAKE SAW IT FIRST.

One of the first to realize the possibilities of "corned beef sausage" was J. W. Beiersdorf, of J. R. Beiersdorf & Bro., Chicago meat packers and sausage manufacturers. Jake says it's a great market outlet for corned beef. It's stuffed in transparent cellulose casings, with the label printed on it.

The kettle in which this beef is cooked must be steam-jacketed. Live steam should not be used in the cooking water.

Put the seasoning in a muslin bag in the cooking kettle and keep it there throughout the cooking process.

Seasoning and Stuffing.

There are several ready-mixed corned beef seasonings on the market, but if the packer mixes his own the following is recommended for each 100 lbs. of meat.

8 oz. pepper
2 oz. allspice
4 oz. bay leaves
2 oz. cloves.

Garlic can be used if desired. This should be added after cooking if a pronounced garlic flavor is wanted.

Stuff into transparent cellulose casings (bungs) with regular stuffer. Care should be taken by the man operating the stuffer to see that he does not let the meat juices run out while stuffing.

The bungs are tied in the usual way and the product is laid on a clean bench and covered with a weighted board to get a flat effect.

When Pork is Added.

Some manufacturers add a little pork to make the product more juicy. In this case the statement appears on the brand, which may read, "Cooked brisket corned beef, pork added," provided brisket beef is used for the purpose.

If prepared according to the suggestions, the Visking Corporation (which developed the method) states that there will be no loss from shrinkage due to crumbling in slicing.

Better Car Refrigeration Helps Dressed Hog Shipments

Shipment of carcass hogs from Western slaughtering centers to Eastern packers is reported to be a growing activity.

This has been made possible through the development of refrigerator cars in which temperature is automatically controlled. This temperature must be sufficiently low and show negligible variation throughout the transit period.

Hogs can be partly chilled before going into the car, and the chilling process continued during transit, if desired. This is already being done by some packers between western slaughter points and eastern markets.

If the shipping period is 48 to 72 hours, the hogs are sometimes chilled to around 40 degs. in the packer's cooler and then loaded in cars held at 32 degs. F., and the chilling continued while en route.

Finish Chilling En Route.

Should the time in transit be longer, say four to six days, the hogs can be loaded in the cars with a carcass tem-

peratures are controlled automatically over long shipping periods.

Among the cars now used for this purpose are those known as "safety automatic" refrigerator cars. Commenting on their use Horace M. Wigney, manager of Safety Refrigeration, Inc., says:

Iceless Refrigerator Cars.

"These automatic iceless refrigerator cars, in which the temperature is thermostatically controlled, have proved to be a great asset to the meat packing industry. They are now enabling packers to prepare beef and lambs for the market in such far-away places as Montana and Utah, for transportation to Eastern markets under perfect refrigeration, with no variation in temperature.

"This type of car is used extensively for the transportation of dressed hogs from the middle west to the Atlantic seaboard, distances of 1,200 to 1,500 miles, at a temperature of 32 degs. F. Moreover, hogs and fresh pork cuts from the Corn Belt shipped in these cars arrive in the East with the full bloom very apparent.

"During the past few months dressed

panies covering 65,000 miles have contracted for these cars for the use of shippers on their lines. One hundred additional cars will be included in the fleet by spring."

Claims are made of many physical as well as economic advantages to Eastern packers in the receipt of dressed hogs under controlled conditions over the receipt of live hogs where perfect control is not possible.

How It Works Out.

Speaking of these advantages, Irvin A. Busse, of the Packers Commission Co., Chicago, who has been making many arrangements for regular weekly shipments of dressed hogs in safety iceless cars, said:

"We operate on the assumption that the forte of the corn and wheat belt packer who is close to the source of livestock supply is slaughtering and dressing of livestock for Eastern markets. The forte of the Eastern packer, located in the heart of the consuming centers, is processing and merchandising.

"On this basis our job is to see that the Eastern packer has carcass hogs laid down on his cutting floor in the same perfect condition and bloom they would have if they were run onto the floor from the local hog cooler. Through the use of controlled refrigeration in transit we are able to do this, and loins cut from these hogs have all the bloom of fresh-cut city loins.

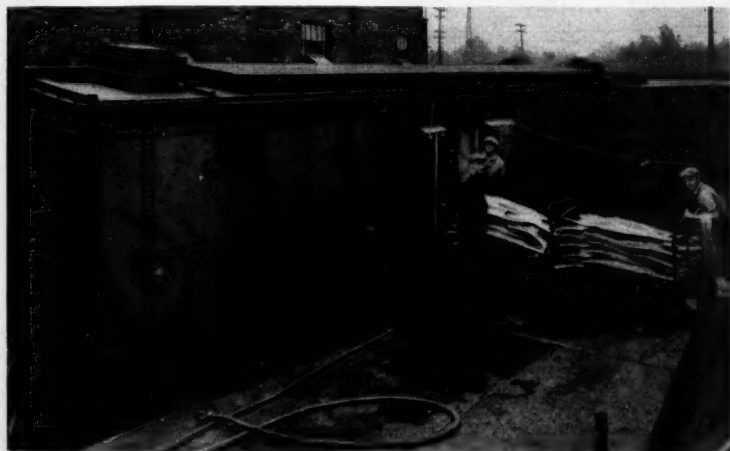
"We have proven through two years of such shipments, in both winter and summer, that these hogs produce cuts which compete most successfully with the finest of locally-dressed product. Additional advantages the Eastern packer can enjoy in using these carcass hogs we believe are as follows:

Shipping Losses Which Are Saved.

"In the first place, these hogs have been subjected to both ante- and post-mortem federal inspection and there is no loss from condemnations. Neither are there any losses in transit from deadage and crippling, and there is practically no shrinkage to be taken into consideration.

Again, all carcasses are selected carefully, so that the packer gets exactly what he orders. This is much easier and surer than buying live hogs because, as the hogs are selected in carcass rather than on the hoof, it is possible to throw out all badly scratched, dark skinned, hairy, rough skinned, bruised or cut hogs.

"We can put a minimum of 21,000 lbs. of dressed hogs in a car, or we can ship as much as 30,000 lbs. if the packer desires more hogs or some pork cuts. The Eastern packer has no offal
(Continued on page 26.)



LOADING DRESSED HOGS IN A MECHANICALLY-REFRIGERATED CAR.

Mechanically-refrigerated cars have been perfected to the point where operators of the equipment will guarantee an even temperature, with a small variation one way or the other, for the length of the shipment. These cars are coming into more extensive use in the meat industry. Some packers see in them the opportunity to deliver meats in better condition and to speed up service, particularly on long distance shipments, as there need be no delay for reicing. The car shown is equipped by Safety Refrigeration, Inc., with an absorption type refrigerating machine. Other types of cars, refrigerated by compressors, are in use.

perature somewhat higher, and as the car is held at 32 degs. chilling continues until their delivery to the consignee's cutting floor.

Such shipments have been made possible within the past two or three years by the development of a type of refrigerator car in which low tempera-

hogs have been transported in these cars to the extent of approximately three quarters of a million pounds monthly.

"To date more than 15,000,000 lbs. of carcass hogs have been handled in this manner. Facilities are being extended constantly and railroad com-

BUSINESS GOOD ON COAST.

Packers on the Pacific Coast and in the far Northwest report business conditions rapidly on the upgrade. The "cold feet" atmosphere so evident in some other sections of the country is much less noticeable out there.

Returning from a trip covering Montana and Idaho, as well as Coast states, Sales Manager J. S. Heisey of the Carstens Packing Co., Tacoma, Wash., predicted an early return of general business activity. "There is every indication, from what I have seen in the past two or three weeks in the Northwest, of improved conditions, and these conditions should serve to quiet the fears of many people," said Mr. Heisey.

"I talked with farmers and business men everywhere. They did not deny there was a condition of depression, not because of the lack of money, but of fear. It was their thought that as soon as many people begin to realize the hoarding of money was not a sound fundamental condition of prosperity and would in the end reflect on their very livelihood they in turn would and could easily end this condition.

"I make this prediction, that within a short time there will be a loosening up on the part of the public and they

will begin to realize the costs of living are again at the lowest tide, and they will in turn respond to open-mindedness and enter in their activity of living with a determination to meet conditions face to face in happy contentment.

"I believe the unemployment situation will improve. I am most certain in this statement. Our business is getting better and better all the time; in fact our branches are selling more Carstens products than several months ago, and I believe other concerns will likewise report. This means more employment, and that is the answer, to my way of thinking."

25 YEARS OF MEAT INSPECTION.

The twenty-fifth anniversary of the Federal meat inspection service, as conducted under the present law, occurred on October 1. During these 25 years, Federal inspectors have examined annually from 42 to 79 million food animals and their carcasses, a grand total of approximately 1 billion 600 million animals.

At the time the federal meat-inspection act was passed in 1906 government inspection included about 51 per cent of all the animals slaughtered. By 1924 it had increased to about 67 per cent of the total slaughter, a pro-

portion that has continued to the present time.

All slaughtering and meat-packing establishments doing a substantial interstate or foreign business operate under Federal meat inspection. Those whose products are not shipped out of a state do not receive federal meat inspection. Carcasses slaughtered by farmers on the farm and meat supplied to consumers by retail meat dealers are also exempt from inspection.

Officials of the Bureau of Animal Industry, U. S. Department of Agriculture, who direct this service, point out that the slaughter of food animals under Federal inspection has advanced at a rate sufficient to keep pace with the nation's increased demand for meat and meat food products during the last quarter century. The increasing human population, combined with the estimated present consumption of about 145 pounds of meat and lard annually per person, accounts for the magnitude of livestock slaughter and of federal inspection.

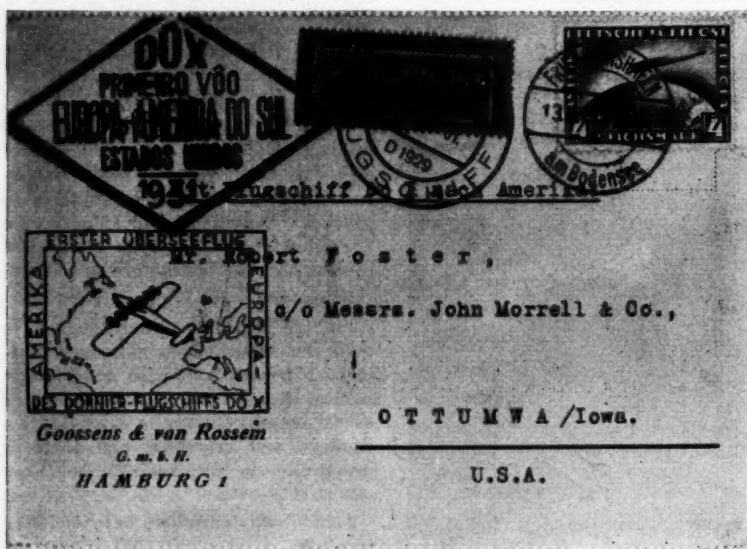
NEW BRITISH PACKINGTOWN.

A new abattoir and wholesale cattle and meat market at Liverpool, England, erected at a cost of about \$3,350,000, was officially opened on September 14. It is known as the Stanley Abattoir Meat and Cattle Markets, and has been planned and talked of for a number of years, since 1909 in fact. It is remarked as regrettable that some of the lessons in efficiency learned from the packinghouses of America were not adaptable, due to certain local customs.

The cattle market has a capacity of 2,250 cattle, 2,500 hogs, 5,000 sheep. The abattoir capacity is 1,080 cattle, 900 calves, 2,000 hogs, 7,500 sheep. The meat markets, with an area of 6,000 square yards, contain fresh meat stands fed from cooling rooms by continuous rail as well as imported meat stands fed from railway, road vehicles, or cold store by continuous rail. The chill rooms have a capacity of 1,000 sides, and the cold store will hold 500 tons. The area covered by the entire establishment is nineteen acres, ten of which are occupied by the buildings.

NEW ARGENTINE MEAT PLANT.

North Argentine capitalists are financing a company known as the Ganadera Inter-Provincial del Norte Argentina, says a U. S. Department of Commerce report. This organization will construct a meat packing and refrigerating plant at Jujuy for the purpose of supplying the Bolivian market and the Chilean nitrate mines with meats to compete with Peruvian meat, which is high priced and of inferior quality, due to transportation difficulties. The project is favorably looked upon by the Bolivian government.



PACKERS' POSTCARD HAS EVENTFUL AIRPLANE JOURNEY.

A postcard written in Germany last October 20, was received July 9, 1931, by Robert T. Foster, of the Ottumwa, Ia., general offices of John Morrell & Co. The card was sent to Mr. Foster by Morrell agents in Hamburg, Germany, and was carried across the Atlantic by the huge 12-motored Dornier plane DO X.

The markings on the card are interesting. In the upper right hand corner is the regular German air mail stamp, and over a portion of this has been stamped the date received at Friedrichshafen. To the left is an oblong stamp reading "Mit Luftpost" (German for by air mail) and below in the French "Par Avion" (by airplane). Over this is a post mark evidently placed on the card on the date it was received aboard the DO X—January 30, 1931.

In the lower left hand corner is a special postmark which was the mark for this trip. In English it reads: "First Oversea Flight—America, Europe—The Dornier Flying Ship DO X." Within the borders of this mark the DO X is pictured flying over the Atlantic, with outline maps of the two continents on either side.

In the upper left hand corner is the stamp received at the point of landing at Cape Verde Islands. A translation is: "DO X, First Flight, Europe-South America-United States, 1931." Other aircraft were used to speed the card from the South American port to the United States.

EDITORIAL

Progress in Group Meat Merchandising

Voluntary grocery chains have made such rapid progress that many meat packers are inclined to "stop, look and listen," to see what influence such groups may have on their future business, and to avert any possible damage to the distribution system so carefully built up.

The general food store—with meats added to the grocery and vegetable line—is increasing in numbers, and it seems impossible to keep the meat line as fully segregated from the grocery business as in the past. Meat packers recognize this fact and are studying the situation carefully. Many of them are experimenting with methods of group cooperation.

A limited number of packers have developed group systems that make them feel that group distribution has a real future. Most packers have not been very well pleased with their relations with these groups, since they found they were asked to supply "specials" at no profit, and did not realize any material increase in trade outside of the specials.

Up to this time the retailing groups have been a liability rather than an asset to the meat packer—just as they were to the wholesale grocer when cooperative groups first started. The wholesale grocer has finally been able to make lemonade from these cooperative lemons. Will the meat packer be able to do as well?

Keen packer observers believe that cooperative groups are with us to stay. "Whether we like their methods or not," these observers say, "we must recognize them as a permanent factor in the business. If we can learn to get along with them, we shall be happier. If we can use this principle to lower costs of distribution in any way, so much the better."

Packers who have been most successful with these groups are packers who have demanded most of them in the way of assured cooperation. The cooperation that has been achieved by a few packers is hardly understandable to those who contend that "meat retailers will never stick together." Some of these experiments have proved that the meat retailer is not quite so grossly individualistic as we have accused him of being. He is human and normally intelligent, and can see a real business proposition when one is presented. He cannot be blamed for lack of enthusiasm over vague, airy schemes.

There is no magic in group merchandising. It saves some costs if it promotes regularity and substantial purchases. Otherwise it does not. Mere cooperative gestures have never yet saved marketing costs. If there is in the future of group merchandising a closer and more sympathetic relationship between meat packers and meat retailers, it should carry with it many possible improvements in meat merchandising.

Packers Cut Out Costly Red Tape

A well-known packer has been examining minutely all the operations in his plant, with the object of eliminating all possible sources of waste and loss, no matter how small. Among other things he required his office heads to furnish a list of employees under them and a detailed statement of the duties of each. These reports brought to light the fact that much time and money were being wasted in recording data and facts that served no profitable purpose.

Here was a chance for a large saving that he was quick to take advantage of. A list of all records and reports was obtained. This was submitted to various officials, who were requested to state which records could be dispensed with and to suggest how clerical work might be simplified.

Results were gratifying. Volume of clerical work was reduced nearly 25 per cent, and the clerical force somewhat more. Records and reports have been simplified, and only information of practical value is now being compiled.

What all this means, in addition to reducing labor and expense of supplies, is illustrated in the case of the plant superintendent. Formerly he had to wade through a mass of reports each morning. Now he receives only five. These are simple in form, easily comprehended and give him all the facts he needs and wants. About an hour and a half of his time is saved each day. An equal or greater saving in the time of other officials has resulted.

Packers have built up a cumbersome and in many instances ridiculous report system. This is illustrated by the story of the branch plant manager who got a wire from Chicago asking him why a carload of hog livers from his plant was 3 livers short. He was too busy with more important things to bother to reply. Before the incident was closed he got 3 telegrams and a lot of letters from the central office about those 3 hog livers—all clerical red tape, but expensive for the company!

Perhaps this so-called depression is a good thing after all, if it causes packers to do a little necessary house-cleaning.

Practical Points for the Trade

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Prevent Ham Souring

A small packer who is having trouble with sour hams is at a loss to determine the cause and asks for suggestions on how to overcome the difficulty. He writes:

Editor The National Provisioner:

We would like to know the cause of bone sour or marrow sour in our smoked hams. Our production is 200 hogs per hour entering the cooler; spray system at about 33 to 35 degs. Hogs are spaced well. The temperature of the cooler will rise to about 50 degs. at times after it is filled. The temperature next morning is about 38 degs. and the following morning the temperature is down to 35 degs. when the hogs are cut.

There have been times when we cut these chilled hogs and spread all the cuts in the cellar over night at a temperature of 36 to 38 degs. and kept them till the next day, when they were placed in cure. We placed 68 deg. strength curing pickle on the hams, overhauling them at the third, tenth, twentieth and thirty-third day, making four changes.

We soak them 3 1/4 minutes to each day in cure. Temperature of soaking water is about 90 degs. After soaking cuts are placed in the smokehouse at a temperature of 120 degs. for about 5 hours, dropping the temperature to 110 degs. till finished in about 24 hours.

We have found some shank marrow sour, but cannot detect sour in the body bone. When slicing and sawing into the ham, however, the bone or marrow is rather rank. This sour condition seems to get into the meat when the ham is cut or cooked.

We are now smoking July's killing. Sometimes hogs shipped in are unloaded and sent right to the killing floor without resting. This is not a daily occurrence but it does happen.

Ham souring, it is now generally believed, is due to improper chilling of carcasses, too high temperatures or too long a time between when the carcass is cut and when the cuts go into cure.

Souring is due directly to spoilage bacteria. Spoilage starts the instant a hog is killed and continues until arrested. To hold the spoilage bacteria in check is the function of refrigeration in the meat plant. And the sooner carcasses are brought down to a low temperature the less harm will be done by spoilage organisms.

Not so long ago it was considered that carcasses could not be chilled properly in less than 24 hours. Then ham souring was much more common than it is today. Now the best practice is to chill hogs as quickly as possible. In some plants this is done in 12, 15 or 18 hours, although the cutting may not be done until 24 hours have elapsed. Sour hams under such conditions are a rarity.

Chilling and Cutting Methods.

There appear to be at least two places in the method used by this inquirer where his trouble might develop. The first of these is in the chilling.

The better practice would be to chill more quickly. The temperature of the

cooler might be brought down to at least 32 degs. Means should also be taken, if possible, to prevent the temperature rising to as high as 50 degs. The lower the cooler can be kept without freezing the hogs, the quicker bacterial action will be arrested, and the fewer will be the chances that it will progress sufficiently to cause trouble. Chilling in at least 24 hours instead of 48 would no doubt bring about better products.

The hogs should be cut under refrigeration. After the cuts go from the cutting room to the curing cellar they should go into cure as soon as possible. No good purpose would appear to be served by allowing the cuts to remain spread out over night.

Spoilage might occur in cure if the temperature was too high or too low. The curing cellar temperature should be held as near 38 degs. as possible. In no case should it go above 43 or 44 degs. or below 34 degs. When the temperature is too high spoilage bacteria become active. When it is too low the penetration of the salt is retarded, change of the nitrate to nitrite is slowed up or stopped, and development of color and flavor is retarded.

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprint on SOAKING AND SMOKING MEATS.

Name

Address

City

Enclosed find a 2c stamp.

Curing Sausage Meats

An Eastern packer wants up-to-date formulas for curing sausage meats. He says:

Editor The National Provisioner:

Could you please advise me the best way to cure pork and beef cheek meat and hearts to use in sausage? Also the temperature of the room for curing?

Is there any way to change the air in a storage room cooler so as to have a fresh air inlet and an outlet?

The following are standard methods of handling and curing sausage meats. They should give good products providing the trimmings, hearts, etc., are in first-class condition when they go into cure.

Hearts should be cured in sweet pickle or dry cured, using 3 lbs. of salt, 3 oz. of saltpeter and 8 oz. of sugar to 100 lbs. of meat. Tamp down in the tierce after the hearts have been well covered with the curing mixture, and use enough pickle to cover when weighed down in the tierce.

Beef cheeks should be trimmed free of tallow and glands. They should be ground fresh and the curing material added, consisting of 3 lbs. of salt, 8 oz. of sugar and 3 oz. of saltpeter to each 100 lbs. of meat. Mix thoroughly and place on shelves in the cooler for 2 or 3 days. This method of curing may be used for beef hearts. The product should be used when cured.

Beef cheeks, after being trimmed, can be put down in dry cure using the above-mentioned curing ingredients. The whole cheek will cure more slowly and hence can be held for a greater length of time than when ground.

In both cases curing should be done at an even temperature of from 36 to 40 degs. Fahr.

Air Circulation is Important.

Air circulation in a cooler is desirable for good results. This is rather difficult to obtain in old coolers without considerable alteration expense in many instances. Cooling units are now being used with much success in old meat plant coolers. They provide both refrigeration and circulation. Essentially they consist of a brine or direct expansion coil within a housing and a fan, or fans, to circulate the air over the coils and throughout the room. Close control of both temperature and humidity are possible when these units are used.

Announcements of manufacturers of cooling units will be found in the advertising pages of THE NATIONAL PROVISIONER.

Do you use this page to get your questions answered?

Lunch Meat Crumbles

A packer who has trouble with his luncheon meat crumbling says:

Editor The National Provisioner:

We make a pork luncheon meat of fancy extra lean pork trimmings which are cured for seven days with 4 oz. sodium nitrate, 3 lbs. salt and 12 oz. sugar to each 100 lbs. of meat. We run the meat through the 1½-in. plate before going into cure. When cured it is thoroughly mixed and stuffed in muslin bags, which are shaped in the cooler over night in ham molds, then paraffine dipped and the product is ready for sale.

The color on this product is not right and the binding quality is not good. How can we improve it? Should we use some pork cheeks to improve binding quality?

There seems no reason why this inquirer should have trouble with his luncheon meat if he is using all strictly fresh meat. There is no need to add pork cheeks, and the meat should not be overcured in seven days.

It is suggested that the sugar be omitted from the cure and added at the time the meat is mixed, just before stuffing. Also be sure that a good grade of cane sugar is used.

A formula which one manufacturer uses in the production of from 3,000 to 4,000 lbs. of pork luncheon meat daily and which has always given good results is as follows:

To 100 lbs. of meat strictly fresh, use
2½ lbs. salt
2 oz. saltpeter or nitrate of soda.

Mix well and pack solid in barrels so there will be no air pockets. Keep in the cooler at 36 to 38 degs. F. This meat will be good for 14 to 16 days, if necessary to store it that long, or it can be used at six days.

The product can then be handled as the inquirer is doing already.

PREVENTING ACCIDENTS.

Accidents in the meat packing plant are expensive for both packer and worker. Some plant foremen pay a great deal of attention to avoiding accidents while others give too little thought to this important subject.

Consider the second-hand barrel as a potential source of accidents. If all nails are not removed, there is great danger of hand scratches and infection.

One packer found that 6.3 per cent of his total accidents resulted from nail wounds from handling second-hand barrels.

Different methods are employed in eliminating this hazard. One company requires the removal of the nails at the time the barrels are opened. This makes them safe to handle from the time they are emptied till they are received at the cooler shop.

In urging care on its employees in the handling of slack barrels, another company said:

"Serious injury and infection lurk in the nails on slack barrels. Serious



DANGER IN SLACK BARRELS.

The above illustration shows where injury and infection lurks in second-hand barrels from which the nails have not been removed. A good plan is to require the removal of these nails at the time the barrel is opened.

scratches can be avoided by proper handling. It should be made a rule to drive back the nails and take off the chime hoop with a hatchet. This hoop comes off readily, taking the dangerous nails with it. The hoop along with its nails should always be removed when slack barrels are opened or used."

Regarding the handling of slack barrels, the "Safety Code for the Meat Packing Industry," issued by the Institute of American Meat Packers, says:

Pigs' Feet Souse

Pigs' feet souse is a popular food. Do you make it?

If you do, have you found its sale as good as it should be under a good formula?

A successful formula and detailed instructions for mixing, cooking and pickling pigs' feet to make a high-grade souse may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Pigs' Feet Souse." I am a subscriber to The National Provisioner.

Name.....

Street.....

City.....

(Enclosed find 2-cent stamp.)

"Remove all projecting nails when full barrel is opened or at cooper shop if received empty. Use 8 nails only when reheading barrel with burlap."

How many injuries can be attributed to the nails in slack barrels in your plant?

Timely suggestions embodied in "Safety Code for the Meat Packing Industry," prepared by the Institute of American Meat Packers, will appear in this column from time to time.

SERVICING TRUCK RADIATORS.

It is well for those in charge of meat plant truck fleets to remember that the first radiator-cracking frosts in eleven states occur, on the average, during September. Cooling systems should be checked over, therefore, while the checking is good.

A few years ago the average fleet owner waited until the first frost before adding anti-freeze, and cracked engine blocks and ruined radiators were far more frequent than now. Largely, due to persistent education by the anti-freeze manufacturers, truck owners are learning to prepare for winter driving early. Improvements in freeze-preventing compounds have kept pace with improvements in design. The modern bland, non-evaporating anti-freezes make it possible, even advantageous, to have the annual winter precautions finished and out of the way while mild weather still lingers.

In this season's instructions to service men and car owners, the Glycerine Producers' Association, whose members manufacture all the standard glycerine anti-freeze made in the United States, calls attention to the need of making sure that the cooling system is clean before installing anti-freeze. "After a summer's hard driving," the Association advises, "we suggest that owners follow the precautions concerning their radiators that are advised by all automobile manufacturers. In brief, before adding any anti-freeze simply make sure the cooling system is ready for winter driving by flushing it thoroughly.

"If leaks are apparent have them repaired. Circulating system joints and connections, pump and cylinder head bolts should naturally be tightened. Cracked or porous hose connections should be replaced and pump packing and gland nuts properly adjusted. Radiator glycerine can be put in during the warm weather without fear of evaporation before winter comes. One filling lasts all winter."

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

Refrigeration and Frozen Foods

Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

PIPE THREADING TESTS.

Large quantities of pipe are used in the packinghouse refrigerating plant, and there is much threading of piping for repair jobs and installing of new lines. The oil used in cutting pipe threads may seem unimportant, but the use of the correct oil will make worthwhile savings in the course of a year.

Below are given the results of two tests on cutting oils made recently. The No. 1 oil cost 29c per gallon from the manufacturer, and 4c per gallon when mixed. Oil No. 2 costs 82c per gallon from the manufacturer and 6½c per gallon when mixed.

The figures following give the number of pipes threaded while using a full drum of each of these two cutting oils. The percentage of good pipe and the percentage of bad threads are also recorded. It is interesting to note the number of die changes using the two oils. The cost of changing the dies is not given, but the packer who is interested in making similar tests can easily determine this expense.

CUTTING OIL NO. 1.

	Pipe.	Ends.	Per cent.
Pipe threaded.....	102,676	206,352	.....
Good pipe.....	90,681	181,362	87.50
Bad threads.....	11,795	23,590	12.97
Die changes..... 816	.....	.....	.....
Cut per die.....	125	250	.....
Good pipe per die.....	111	222	.....

CUTTING OIL NO. 2.

	Pipe.	Ends.	Per cent.
Pipe threaded.....	133,270	266,558	.....
Good pipe.....	128,042	256,084	96.07
Bad threads.....	5,227	10,474	3.93
Die changes..... 375	.....	.....	.....
Cut per die.....	355	710	.....
Good pipe per die.....	341	682	.....

These tests indicate that the first cost of a cutting oil is not of much importance. What the one in charge of the pipe fitting should realize is that first cost is not a guarantee of low unit costs on completed work. And low unit costs is what should be sought rather than low first cost of the materials used.

ALUMINUM PAINT ON CARS.

Some interesting experiments are under way to determine the insulating value of aluminum paint on refrigerator cars. Tests have shown that aluminum paint is highly reflective and it is thought that its uses on refrigerator cars will reduce ice consumption and aid in maintaining more even temperatures.

Swift & Company recently have ordered a number of refrigerator cars painted with aluminum paint. These will be used for experimental work in

different parts of the country. The builders of the cars claim that it will be easier to hold the desired temperatures within a car so painted than in others built to the same specifications but painted in the regular manner.

An interesting feature already discovered in connection with these cars is that when the firm name and advertising is painted on the cars in the usual manner there is a rise in temperature within the car. For this reason the new cars are painted with outline letters rather than with solid letters.

"We believe the new aluminum painted refrigerator cars will show a distinct saving over the old yellow and black ones," said Richard O'Hara, manager of the transportation department of Swift & Company. "Of course, they are experimental, and they will be subjected to many tests. Early ones, however, have indicated that there will be a real economy both in operation and efficiency of temperature maintenance."

BETTER CAR REFRIGERATION.

(Continued from page 21.)

problem to contend with, and can concentrate his efforts on processing and merchandising, which are the money-making departments of his business.

"In our opinion, this method of supplying the Eastern packer with his raw product is due to increase very rapidly each year, now that improved and proper methods of chilling in the killing plants, along with foolproof and thermostatically-controlled refrigerated and heated cars to carry the hogs in transit have been perfected. This assures the fresh pork cuts from these dressed hogs being suitable and quite satisfactory for any market, no matter how critical or stringent its requirements may be insofar as quality, condition and bloom are concerned."

"The fact that dressed hogs are being transported so successfully regardless of the distance, and hung on eastern cooler rails for less money than had they been shipped alive, fur-

nished an added reason to believe that gradually there will be more and more hogs dressed for the East in the hog-producing sections of the country."

"The same economic conditions which caused the establishment and success of the great packing centers in the West some years ago hold true today more than ever, and everybody fully realizes the advantages and savings in shipping approximately 70 lbs. of dressed hog carcass instead of 100 lbs. of live hog."

REFRIGERATION NOTES.

The Merchants Ice & Cold Storage Co., Louisville, Ky., has acquired the property of the Kentucky Refrigerating Co.

It is reported that H. C. Badger and Alex. Davidson, Amarillo, Tex., plan the erection of a \$50,000 ice and cold storage plant at 1001 Garfield st.

The Community Ice & Produce Co., Sulphur Springs, Tex., plans erection of a brick two-story and basement \$50,000 ice and cold storage plant at Muskogee, Okla.

The Alabama Ice Co., Jacksonville, Ala., will erect a refrigeration and storage plant.

The Safford Ice & Storage Co., Safford, Ariz., will install additional equipment and make plant improvements at a cost of about \$30,000.

Huron County Fruit Growers Association, Goderich, Ont., Canada, plans construction of a \$100,000 cold storage warehouse.

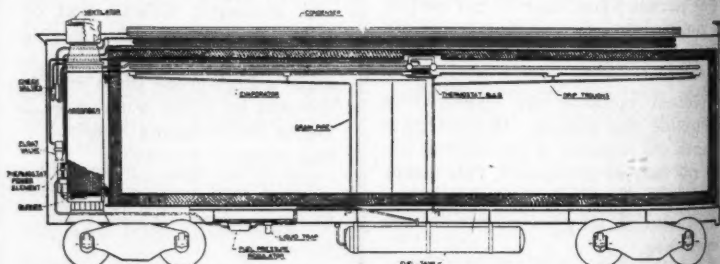
Contract has been awarded for a three-story cold storage warehouse to cost about \$37,000. The warehouse is being erected by the Middlesex Fruit Growers Association, Strathroy, Ont., Canada.

The Inland Ice & Cold Storage Co., Vernon, B. C., has let contract for a four-story cold storage warehouse for fruit to cost about \$40,000.

The New Ice Co., Haines City, Fla., is making extensive plant improvements, including a new cold storage department, which will have a capacity of 100 carloads of produce.

The United Canning & Refrigerating Co., Niagara Falls, N. Y., has been incorporated with a capital stock of \$10,000.

M. T. Lytle and Roy Cloyd, Jones-



MECHANICAL REFRIGERATION INSTALLED IN REFRIGERATOR CAR.

With this system of refrigeration loading space is increased, the apparatus being at one end and occupying about as much space as is taken up by one bunker. Fuel for activating silica gel is carried in tanks under the car. The tanks hold a supply sufficient for about nine days operation.

Mathieson Ammonia

Anhydrous and Aqua

SODA ASH
CAUSTIC SODA
LIQUID CHLORINE
BLEACHING POWDER

CHLORINE PRODUCTS
BICARBONATE OF SODA
HTH (HYPOCHLORITE)
PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

The MATHIESON ALKALI WORKS (Inc.)

250 PARK AVENUE, NEW YORK CITY
PHILADELPHIA CHICAGO PROVIDENCE
CHARLOTTE CINCINNATI
Works: NIAGARA FALLS, N. Y. SALTVILLE, VA.



Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 12nd St., Philadelphia, Pa.
525-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

H. PETER HENSCHEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

boro, Tenn., plan the erection of an ice and cold storage plant. Details of cost and construction have not yet been announced.

The Canfield Oil Co., Coraopolis, Pa., has awarded contract for a two-story refrigeration plant which will cost about \$40,000.

The City of Cleveland, Ohio, in the person of D. E. Morgan, city manager, has awarded contract for new refrigerating equipment.

Henderson Products Co., Laclede, Mo., plans to rebuild the part of its meat packing and cold storage plant recently destroyed by fire.

The Citrus City Growers Association, Tampa, Fla., is completing plans for a packing plant which will include a complete ice making and cold storage unit at a cost of about \$80,000.

TO DISTRIBUTE SOLID CO.

Michigan Alkali Company, Wyandotte, Mich., producers and manufacturers of solid carbon dioxide, has completed arrangements with Pure Carbonic, Inc., controlled by Air Reduction Company, Inc., whereby this company will sell and distribute this product nationally. Headquarters will be maintained in New York City and Detroit (Wyandotte) and local offices for handling "Pure" Carbonic Ice will be set up in plants of Pure Carbonic, operating in all of the larger industrial centers. The Grasselli Chemical Co. and the Merchants Chemical Co. will continue to distribute in Cleveland and Chicago respectively.

Manufacturing facilities of the Michigan Alkali Company are being ex-

panded and with the addition of new equipment now being installed the daily capacity will be increased from twenty-five tons to one hundred and fifty tons. The work will be under the direction of Lewis Chamberlin of Michigan Alkali Company and F. P. Gross, jr., of Pure Carbonic, Inc.

NEW AMERICAN CAR HEAD.

Col. N. L. Howard has been elected president of the North American Car Corporation, succeeding Erwin R. Brigham, who has resigned, effective October 1. Col. Howard will continue to serve as chairman of the board of directors. Mr. Brigham will continue as a director and member of the executive committee.

CORINCO CORK PRODUCTS

Let's get Acquainted

C. I. C.'s new forty page catalog speaking! I'm here to tell you about better prices . . . better value . . . better service . . . in cold storage insulation. I represent the famous Corinco line . . . Corinco Corkboard . . . Cork Pipe Covering . . . Acoustical Corkboard . . . Machinery Isolation. I'm out to meet everybody in the country who uses cold storage space . . . I've got the goods . . . And I'm ready to deliver them . . .

• Just drop me a post card and I'll be out to see you in the next mail.

CORK INSULATION CO., Inc.

154 Nassau Street • • • New York City

GRID UNITS — for efficient cooling

Send for Descriptive Literature Today

— for efficient heating

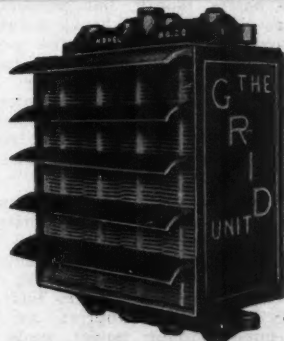
FOR storage or work rooms, for plants, warehouses or garages, the Grid Unit Cooler or Heater will maintain any temperature you desire with an even distribution of cooled or heated air in any zone. Substantially built, solidly constructed without unions, or soldered or crimped joints. No flimsy tubes or fins. Semi-steel steam or coolant chamber with cast aluminum alloy fins. The Grid Unit is adapted to steam, hot or cold water, brine, ammonia or sweet brine. Let us send you complete information.

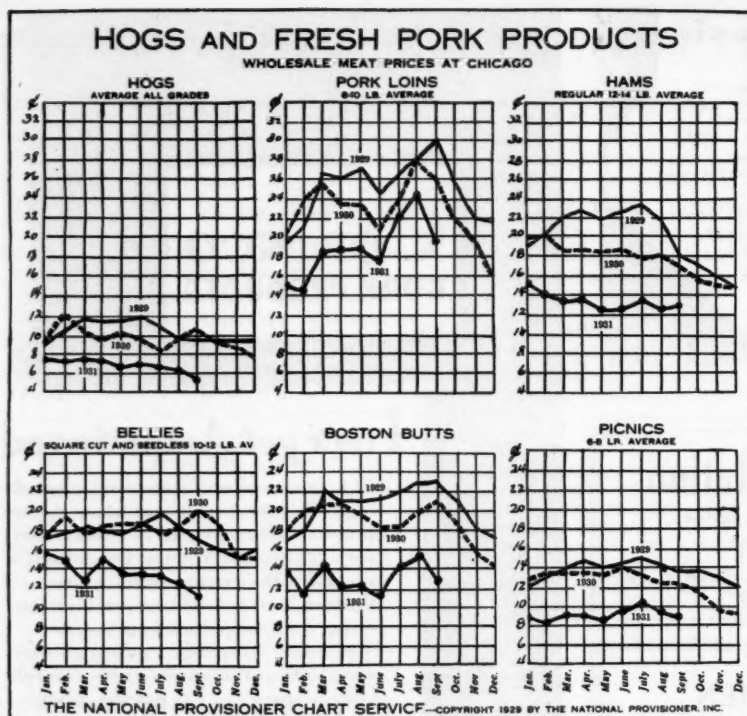
The Unit Heater and Cooler Co.

Division of D. J. Murray Mfg. Co.

Branches in Principal Cities

Wausau, Wisconsin





These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first nine months of 1931, compared with similar periods of 1929 and 1930.

The situation in the fresh and cured pork markets during September was characterized, with a few exceptions, by a slow demand and a reduction in the average price as compared with a month earlier. D. S. bellies and fat backs were the exceptions. Distributive trade was only fair, but a reduction in stocks was apparent in a number of instances, due principally to light production more than to any increase in consumption. Most products moved out at the lowest price levels in years. The average price of hogs for the month was well below the \$6.00 level, the lowest in many years.

Fresh Pork Cuts.

Pork Loins.—Temperatures above the average during September had a depressing influence on the fresh pork market, particularly on loins. There was an oversupply of light loins during the entire month, but production of loins of medium and heavy weights was below the average, and the price differential between the price of light and heavy narrowed considerably. Prices were irregular, the average price showing a sharp drop. The September price trend paralleled closely the trends of 1929 and 1930, but, of course, at a considerably lower level.

Hams.—The market on green hams was weak and the general price trend was downward. The situation in foreign financial circles had a depressing influence and curtailed exports, causing stocks to back up. There has been a fair domestic consumption, but limited consumer buying power made for a sluggish trade. Processing by producers proceeded at what is, perhaps, a

normal rate, but there has been less than the average amount of carlot trading, owing largely to the severe price competition on the smoked product.

Bellies.—Prevailing conditions have been against any considerable improvement in the market for these cuts. The lighter hogs being received furnished more light bellies than were needed to meet demand or that could be moved profitably into production. The prevailing low prices for cooked specialties, the situation in Europe and the unseasonably warm weather have tended to

make for a buyers' market. The average price of bellies for the month declined sharply.

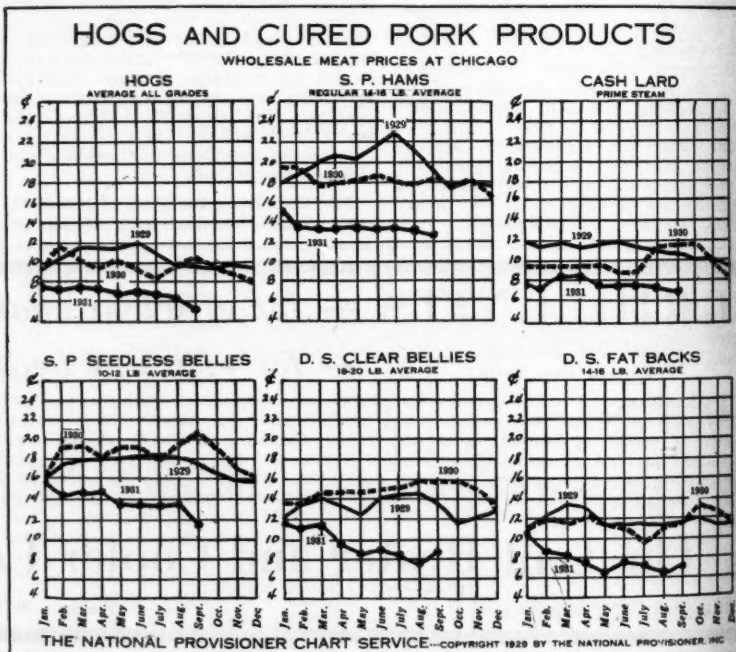
Boston Butts.—In contrast to the situation during August, when Boston butts showed considerable strength, the market on these cuts during September was decidedly weak. A liberal supply of frozen butts was a factor which influenced the price decline that occurred. The fact that there was nothing in the market to encourage the production of boneless butts was also a depressing influence. The supply of Boston butts at the moment is undoubtedly in excess of the demand. The average price for the month was down sharply as compared with the average price for August.

Picnics.—The average price of picnics also was down. There was a heavy production of the lighter cuts, but the rather wide price spread between these and the heavier averages caused the former to be neglected for the latter to a considerable extent. There continues to be a fair scattered trade on the heavier averages, but not enough of these cuts are moving into consumption to influence prices.

Cured Pork Products.

S. P. Hams.—Light and medium weights of pickled hams have been in excellent demand, and the market appears to be well sold up. During all of 1931 to date pickled hams have sold sharply below the prices that prevailed in 1929 and 1930, and there was no indication during September that the price trend would change, despite the rather good demand. Stocks of these meats, it is believed, will show a reduction for the month.

Lard.—Lard prices declined during September in sympathy with the hog price trend, and reached the lowest level of the year. The European situation adversely affected the lard market, although it did not stop rather liberal consignments abroad. Domestic trade has been fair, but there has been



Provision and Lard Markets

WEEKLY REVIEW

Market Active—Prices Irregular—Lard Steadier—Sentiment Mixed—Outward Movement Fair—Domestic Cash Trade Satisfactory—German Hogs Record.

The market for hog products was rather active and irregular the past week. Lard, after making new season's lows, rallied about $\frac{1}{4}$ lb. from the inside figures of the season. The heavy selling and liquidation of the previous week subsided somewhat, and under buying by commission houses and packers, with a strengthened technical position, the October delivery led the recovery.

In a general way, trade was mixed. Offerings showed a tendency to enlarge on the swells, but the market appeared to take the selling in a somewhat better manner. Sentiment however continued mixed. Domestic cash trade was reported satisfactory, and the Western hog run was comparatively light. However, the average hog price at Chicago was off to 5.20c, the lowest average since 1900, when a price of 5.05c was recorded.

This average compared with 5.35c the previous week, 9c a year ago, and 9.70c two years ago. Underweight hogs again showed the greater declines, the past week. The marketing movement which was in excess of demand, as a result of the limited shippers interest. Receipts of hogs for the week at the seven Western packing points totaled 354,600 head, compared with 373,550

little speculative interest, due to weakness in the grain and stock markets.

D. S. Bellies.—There was a considerable trade in D. S. bellies during the month, and the average price shows a little improvement. The daily price ruled steady. The situation was helped by a comparatively light production and a fair consuming trade. The consumptive period of D. S. bellies is ahead, and a liberal movement South is looked for during the next two months. The price is low enough to attract liberal buying, it being barely one-half what it was a year ago.

Fat Backs.—Domestic trade in fat backs was good during September, and export trade was fair. A light accumulation during August and a light production during September have placed these cuts in a good position. The September average price was higher than the average price during August.

Hogs.

Hog prices reached the low average of \$5.05 during September and the average price on the last day of the month was \$5.10. Receipts around the market circle continued small and the percentage of light hogs continued large. Quality was fair. Although the fall marketing season is starting, it is not expected that the receipts will increase materially or that prices will show any considerable improvement, unless there is an improvement in general consumer buying power.

the previous week and 498,300 the same week last year. Average weight of hogs received at Chicago last week was 231 lbs., compared with 238 lbs. the previous week, 238 lbs. the same week last year and 244 lbs. two years ago.

Steer Prices Gain.

Average price of beef steers at Chicago, sold out of first hands for slaughter during the week, was 8.42c, compared with 7.81c the previous week, 11.09c the same week last year, and a three-year average for the same date of 13.46c.

There was more or less of a tendency in the trade to feel that the hog market would develop a more stabilized position around the 5c level. As is usual during periods of pessimism, there were those who were talking a 4c average hogs this winter. Conservative interests contended that the winter run of hogs is beginning now, as evidenced by the light average weight. This, some contended, was the lightest since 1916.

It was felt that in some cases farmers in some sections are sending hogs

to market because of a lack of feed. While there was more or less of a tendency to look for liquidation in October lard with any material deliveries on contract, some took the stand that with the seasonal consumptive season almost at hand, and lard stocks comparatively light, a more two-sided market might be witnessed during the coming month.

German Hog Supply Larger.

An interesting feature was the statement on total value of August sales billed to foreign and domestic customers by meat packers in this country. These were about equal to those of July, but were more than 20 per cent less than a year ago. Practically all of the decline was accounted for by lower prices.

Another interesting development was the statement received by the U. S. Department of Agriculture that the number of hogs in Germany on September 1 were estimated officially at 25,400,000 head, an increase of 9 per cent over the number on the same date in 1930, which was the largest number

Hog Cut-Out Values Decline

Hog prices declined further this week in the face of light receipts, but later recovered somewhat, top on Thursday again reaching \$5.70. This compares with a top of \$5.70 a week earlier and \$5.90 two weeks ago. Quality of receipts continued good for the heavier averages, which are in rather small supply compared with the number of lighter averages being received.

Cooler weather which prevailed the past week helped consumption somewhat, but prices continued to slip. Heavy green regular hams show a $\frac{1}{4}$ c loss compared with the same time last week. Medium and heavy green skinned hams are down about $\frac{1}{2}$ c; picnics, $\frac{1}{4}$ c; and pickled bellies, $\frac{1}{4}$ @ $\frac{1}{2}$ c. D. S. bellies and fat backs about held their own.

Picnics are heavy but are moving fairly well; green bellies are weak and there is no rush to buy them. There

has been a good trade on light green hams and a fair movement on light weight pickled hams. Quite a broad undercover movement is reported on medium and green skinned hams. Storage stocks in Chicago on October 1 show a considerable reduction in practically all cuts compared with a month earlier.

Cut-out values of hogs this week are not quite so favorable as last week. The heavier averages are close to the line, with only a small profit being indicated for the lighter averages.

In the following test based on prices in THE NATIONAL PROVISIONER Daily Market Service, a credit of 20c per cwt. is allowed for edible and inedible offal and a cost of 60c per cwt. in the case of the lighter averages and 54c on the heaviest, with a condemnation charge of 3c per cwt. on all averages, are used in working out the test. Costs will vary from these considerably in different plants, and each packer should substitute his own as well as local credits in working out the test.

	100 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.42	\$1.34	\$1.32	\$1.22
Picnics	.46	.42	.40	.31
Boston butts	.43	.43	.43	.45
Pork loins	1.00	1.47	1.28	1.10
Bellies, light	.95	.85	.82	.71
Bellies, heavy	.....	.....	.23	.64
Fat backs	.....	.09	.24	.32
Plates and jowls	.07	.09	.12	.14
Raw leaf	.13	.14	.14	.14
P. S. lard, rend. wt.	.58	.58	.58	.77
Spare ribs	.09	.10	.12	.12
Regular trimmings	.09	.11	.12	.12
Rough feet	.03	.03	.03	.03
Tails	.01	.01	.01	.01
Neck bones	.02	.03	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$6.18	\$6.06	\$5.91	\$5.58
Total cutting yield	64.70%	67.45%	69.50%	70.80%
Crediting edible and inedible offal to the above total cutting values and deducting from these the cost of well-finished live hogs of the weight shown, plus all expenses, the following results are shown:				
Profit per cwt.	\$.42	\$.22	.....	\$ .08
Profit per hog	.71	.44	.....	.08
Loss per cwt.	.....	.....	\$ .08	.....
Loss per hog	.....	.....	.07	.....

on record for this season of the year. The increase this year, however, is not as great as last year when the number on September 1 was 19 per cent above the same date of 1929.

Inspected hog slaughter in Germany from October, 1930, to June, 1931, reached 15,508,000 head, an increase of 18 per cent over the same period of 1929-30 and 1 per cent over 1927-28, the period of heaviest slaughter since the war.

English Lard Easier.

The Liverpool market for lard was easier. Spot was quoted at 50s 9d, against 52s 3d on Saturday, as a result of a moderate firming in sterling. Exports of lard from the United States during August were officially placed at 34,510,460 lbs., compared with 49,287,272 lbs. the same month last year. The outward movement for the week ended September 19 was comparatively liberal at 7,695,000 lbs., compared with 5,148,000 lbs. the same week last year. Exports from January 1 to September 19 have been some 401,975,000 lbs., compared with 495,405,000 lbs. the same time last year.

PORK—The market was irregular at New York, but trade was fair. Mess was quoted \$20.50; family, \$24.50; fat backs, \$17.50@17.75.

LARD—Domestic trade was fair, and export interest was quiet. Prices were irregular with futures. At New York, prime western was quoted at 7.45@7.55c; middle western, 7.25@7.35c; city, 7c; tierces, 7½c; refined Continent, 7½c; South America, 8½c; Brazil kegs, 8½c; compound, carlots, 7@7½c; smaller lots, 7½@8½c.

At Chicago, regular lard in round lots was quoted at 10c over October; loose lard, 12½c under October; leaf lard, 30c over October.

BEEF—The market was steady at New York and demand fair. Mess was purely nominal; packet, nominal; family, \$12.50@14.00; extra India mess, nominal; No. 1 canned corned beef, \$2.25; No. 2, \$4.75; 6 lbs. South America, \$16.00; pickled tongues, \$60.00@65.00 per barrel.

See page 34 for later markets.

POLISH MEAT EXPORTS UP.

Exports of meats from Poland are on the increase, says a U. S. Department of Commerce report. The export of bacon and smoked meats has trebled since last year. Exports for the first quarter of 1931 are compared with the same period in 1930: Total general meat products, 1931, 22,716 tons; 1930, 8,745. Bacon, 1931, 11,454 tons; 1930, 4,192. Smoked meat, 1931, 1,635 tons; 1930, 570. England buys practically all the ham and smoked meat. The export of fresh pork increased four times, with sales principally in France and Austria. The great increase in the export of bacon to England is due chiefly to the fact that on the initiative of the exporting syndicate an average meat-hog is

supplied, instead of the heavy lard-hog, which was formerly much imported by Austria. The former type meets better the English market's requirements.

AUG. MEAT AND FAT EXPORTS.

Exports of meats and fats during August, 1931, and the eight months ended August, 1931, are given by the U. S. Department of Commerce:

	Aug., 1931.	8 mos. ended Aug., 1931.
Total meat and meat products, lbs.	20,080,974	175,253,197
Value	\$2,768,584	\$26,403,706
Total animal oils and fats, lbs.	39,064,733	437,665,636
Value	\$3,342,904	\$40,385,783
Beef and veal, fresh, lbs.	123,662	1,548,995
Value	\$25,873	\$346,246
Beef, pickled, etc., lbs.	1,569,897	7,979,770
Value	\$99,367	\$619,299
Pork, fresh, lbs.	407,261	5,667,500
Value	\$58,148	\$867,527
Wiltshire, sides, lbs.	36	144
Value	\$14	\$73
Cumberland sides, lbs.	93,301	1,205,290
Value	\$12,593	\$164,276
Hams and shoulders, lbs.	6,622,530	63,132,612
Value	\$1,049,523	\$10,060,194
Bacon, lbs.	3,271,617	27,252,073
Value	\$32,947	\$3,458,161
Pickled pork, lbs.	1,508,867	11,114,600
Value	\$125,039	\$1,166,096
Oleo oil, lbs.	2,659,148	30,646,742
Value	\$150,177	\$2,201,346
Lard, lbs.	34,510,460	366,566,789
Value	\$2,962,677	\$36,454,047
Neutral lard, lbs.	767,871	6,723,382
Value	\$69,565	\$665,902
Lard compounds, animal fats, lbs.	109,673	1,062,773
Value	\$11,590	\$119,537
Margarine of animal or vegetable fats, lbs.	44,997	376,440
Value	\$5,636	\$52,899
Cottonseed oil, crude, lbs.	50,000	7,353,860
Value	\$5,750	\$491,262
Cottonseed oil, refined, lbs.	836,513	11,042,890
Value	\$98,408	\$1,006,648
Lard compounds, vegetable fats, lbs.	416,091	3,211,487
Value	\$47,783	\$466,577

Exports of meat during August, 1930, totaled 31,200,465 lbs., valued at \$5,273,632. For the eight months ended August, 1930, total exports were 282,425,969 lbs., valued at \$49,767,521. Exports of animal oils and fats during July, 1930, totaled 38,587,878 lbs., valued at \$6,490,839, and for the first eight months of last year, 335,828,709 lbs., valued at \$59,986,922.

CHICAGO PROVISION STOCKS.

Provision stocks in Chicago at close of business on September 30, 1931, with comparisons, reported by Chicago Board of Trade:

	Sept. 30, 1931.	Aug. 31, 1931.	Sept. 30, 1930.
Barreled pork of all kinds	11,817	12,965	16,323
P. S. lard, made since Oct. 1, '30, lbs.	22,682,141	38,855,771	22,063,979
Other kinds of lard, lbs.	6,942,501	8,401,204	4,928,074
D. S. clear bellies, made since Oct. 1, '30, lbs.	15,830,015	22,724,615	7,952,044
D. S. rib bellies, made since Oct. 1, '30, lbs.	3,187,991	4,012,839	2,750,570
Extra short clear sides, made since Oct. 1, '30, lbs.	116,397	73,879	86,923
Short clear sides, lbs.			3,250
D. S. short fat backs, lbs.	2,120,733	3,560,881	1,471,661
S. P. hams, lbs.	11,805,732	14,964,089	15,325,512
S. P. skinned hams, lbs.	18,646,070	23,607,550	17,984,161
S. P. bellies, lbs.	14,530,600	17,198,290	9,151,030
S. P. Californias or picnic, S. P. Boston shoulders, lbs.	5,069,689	8,275,827	10,363,481
S. P. shoulders, lbs.	82,600	97,095	148,579
Other cuts of meats, lbs.	5,429,583	8,047,014	5,850,117
Total cut meats, lbs.	77,419,410	102,582,979	71,287,328

PORK AND LARD ON CONTINENT.

(Special Report to The National Provisioner.)

Hamburg, Sept. 21, 1931.

Arrivals of lard at Hamburg from September 14 to 19, 1931, were: From the U. S., 1,548 tons; Denmark, 395 tons. Prices offered were: U. S., 20½ to 21½; Denmark 20½ to 21; Holland, 20 to 20½; Hungary, 24½ to 25.

German Market.—There was a large inquiry for lard in Germany, with increased offering from the Chicago Board of Trade, which made quite a difference in the market, and resulted in very few sales. Denmark transacted the most business. Arrivals from large packers went further inland, mostly on consignment. Most of the lard sold was not directly imported from North America. German lard predominated, due to numbers of large fat hogs in Germany. Higher prices were asked, and \$1.50 more was obtained, making the price \$24.50 c.i.f. basis Hamburg.

Danish Markets.—Danish killing plants are working overtime, and regardless of higher prices Danish offerings were cut, \$1.00 less being asked the latter part of the week. Prices noted were 20½ to 20½. A large demand for Danish bladder lard was in evidence.

Holland Market.—Offerings of American lard this week were the same as last. Holland lard was offered at \$19, but due to curtailed slaughters in Holland the packers are unable to fill orders.

Hungarian Markets.—A steady market prevailed. Higher prices are expected for Hungarian products because the tariff questions between Austria and Hungary are being settled satisfactorily, and this will create a large market for packinghouse products between the two countries. Hungary will allow an export premium on smoked backfat. Lard offerings reached a high mark of \$25, basis c.i.f., but very little was exported to Germany.

Polish Markets.—Nothing to report on the Polish market. At prices of 19 to 19½ a small consignment of lard reached Hamburg, but no sales were made.

GERMAN CASINGS IMPORTS.

German casings imports during July, 1931, amounted to 3,070 metric tons, or 250 tons less than in July, 1930, says a U. S. Department of Commerce report. However, imports for the January-July period amounted to 25,500 metric tons, or 500 tons more than were imported during the corresponding 1930 period. Denmark was the principal source of supply, having furnished 6,775 metric tons, or 26 per cent, as against 4,317 tons from the United States.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil, Stearine,
Beef Cracklings, Ground Meat Scrap, Fertilizers
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St.

Boston, Mass.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The firmer feeling in the western tallow market of late spread to the East yesterday. Under moderate buying and light offerings, prices advanced $\frac{1}{4}$ ¢. There was some business in extra at New York at 2½¢ f.o.b., followed by moderate sales at 3¢ f.o.b. Some contended that the 3¢ sales were of a better grade than extra, although in the outside market the business was reported to have been in city extra tallow.

Turnover did not appear very large. The quantities, however, were not disclosed. A few tanks were understood to have sold at 3¢. The larger buyers, while showing interest, were not over anxious for supplies and were inclined to go slow owing to weakness in securities and the major commodity markets.

The advance in tallow price brought the market a little closer to the price of crude cotton oil. Southeast and Valley cotton oil sold at 3¼¢, while the best bids in Texas were at the 3¢ level. This naturally revived to some extent hopes of the soap kettle for cotton oil. However, in tallow circles it was contended that tallow would have to go to a premium over oil before any important soapers' interest would develop.

At New York, special was quoted at 2½¢; extra, 2½¢@3¢; edible, 4¼¢ nominal.

At Chicago, inquiries for tallow were fairly active with a fair volume of business passing at steady prices. At Chicago, edible was quoted at 4½¢; fancy, 3½¢; prime packer, 3½¢; No. 1, 3¢; No. 2, 2½¢@2¼¢.

At the London auction, 546 casks were offered and 154 sold with prices 1s 6d higher, to 1s 6d lower. Mutton was quoted at 20s 6d@22s; beef, 21s@23s 6d; good mixed, 18s@21s 6d. At Liverpool, Argentina beef tallow, September-October, was unchanged at 20s. Australian good mixed, September-October, at Liverpool was 6d higher at 22s 6d.

STEARINE—Demand in the East for stearine was rather quiet, and the market, after selling at 7¼¢ for oleo, was quoted at 7½¢ nominal. At Chicago, demand ruled quiet, and oleo was barely steady at 7¢.

OLEO OIL—A fair trade passed, and the market ruled steady at New York. Extra was quoted at 6¼¢@6½¢; medium, 5¼¢@6¢; lower grades, 5¢. At Chicago, demand was reported fair. The market was steady, with extra quoted at 6¢.

See page 34 for later markets.

LARD OIL—A little more inquiry was in evidence, but trade was in a hand-to-mouth way mainly. Prices ruled steady. Edible at New York was quoted at 11½¢; extra winter, 8¼¢; extra, 8¼¢; extra No. 1, 7½¢; No. 1, 7¼¢; No. 2, 7¢.

NEATFOOT OIL—A betterment in demand was reported in this market, and prices were fairly steady. Pure was quoted at 10¼¢; extra, 10¼¢; No.

1, 7½¢; cold test, 14½¢ at New York.

GREASES—While the volume of trading continued rather moderate, a better feeling overspread the market as a result of some firming in tallow. There was a little more interest in greases in evidence. Offerings of the latter were less pressed, and producers were looking for a better demand, but weakness in the outside markets and in major commodities made for a situation where consumers did not readily follow upturns. The tendency was to go slow pending developments.

At New York, superior house was quoted at 2½¢@2¾¢; yellow and house, 2¼¢@2½¢, with some asking 2½¢ for house. A white was quoted at 2½¢@2¾¢; white, 2½¢; choice white, 3¼¢ nominal.

At Chicago, inquiries were fairly active for greases of various grades. The market seemed inclined towards firmness, with a fair volume of business at Chicago and at outside consuming points at steady prices. At Chicago, brown was quoted 2½¢@2¾¢; yellow, 2¼¢@2½¢; B white, 2½¢@2¾¢; A white, 2½¢@3¢; choice white, all hog, 3¼¢@3½¢.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 30, 1931.

Several lots of high grade ground animal tankage were sold at \$1.40 and 10¢ basis f.o.b. local shipping points, both for prompt and future shipment. Unground tankage has been sold at \$1.10 and 10¢ and under, f.o.b. New York. Stocks of ground tankage are rather limited now, but the unground is still plentiful, especially some of the poor grades.

Dried blood has sold at \$1.50 per unit f.o.b. New York and sellers are asking \$1.60 f.o.b. at the present time for October shipment.

Unground dried fish scrap is lower in prices—the last sale having been made at \$2.25 and 10¢ f.o.b. fish factories, Virginia, and buyers are now bidding \$2.00 and 10¢ f.o.b.

The leading producers are offering domestic sulphate of ammonia at \$26.00 per net ton in bulk, basis ex vessel the ports or f.o.b. producing plants but some business is being done under this basis.

Unground cracklings, 50/55 per cent, have been selling around anywhere from 27½¢ to 32½¢ per unit f.o.b. New York.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1, 1931, to Sept. 30, 1931, totaled 18,931,252 lbs.; tallow, none; greases, 1,752,600 lbs.; stearine, 62,400.

By-Products Markets

Chicago, Oct. 1, 1931.

Blood.

Blood is in fair demand at prices about steady with last week.

Unit Ammonia.

Ground and unground.....\$1.60@1.75

Digester Feed Tankage Materials.

Situation remains very quiet and trading is limited.

Unit Ammonia.

Unground, 11½ to 12% ammonia.....\$1.25@1.50 & 10¢

Unground, 6 to 8% ammonia.....1.10@1.20

Liquid stick.....@1.20

Steam bone meal, special feeding.....@1.20

per ton.....25.00

Packhouse Feeds.

Product movement seasonable and prices are steady.

Per Ton.

Digester tankage, meat meal.....\$30.00

Meat and bone scraps, 50%.....@30.00

Fertilizer Materials.

High grade, 10% ammonia, being offered at \$1.25 & 10¢.

Unit Ammonia.

High grd. ground 10@12% am.. @1.25 & 10¢

Low grd., and ungr., 6-9% am.. @1.25 & 10¢

Bone tankage, ungrd., low grd., @13.00

per ton.....@13.00

Hoof meal.....@1.35

Dry Rendered Tankage.

Market is steady and offerings are light.

Hard pressed and exp. unground, per unit protein......35 @ .40

Soft prod. pork, ac. grease & quality, ton.....@20.00

Soft prod. beef, ac. grease & quality, ton.....@15.00

Bone Meals (Fertilizer Grades).

Market continues fairly active. Prices show little change.

Raw bone meal for feeding.....\$20.00@25.00

Steam ground, 5 & 50.....@18.00

Steam, unground, 5 & 50.....@14.00

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$30.00@150.00

Mfg. skin bones.....65.00@110.00

Cattle hoofs.....15.00@18.00

Junk bones.....@15.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet. Transactions are few; prices are unchanged.

Per Ton.

Kip stock.....\$24.00@26.00

Calf stock.....38.00@40.00

Hide trimmings (old style).....18.00@20.00

Hide trimmings (new style).....16.00@18.00

Horn plths.....@25.00

Cattle jaws, skulls and knuckles.....24.00@25.00

Sinews, pizzles.....@22.00

Pig skin scraps and trim., per lb.....2 @2½¢

Animal Hair.

Animal hair market continues nominal. There has been no trading reported in winter production.

Summer coil and field dried.....1¼¢ @ 1½¢

Processed, black winter, per lb.....@ 5¼¢

Processed, grey, winter, per lb.....4¼¢ @ 4½¢

Cattle switches, each*.....1¼¢ @ 1½¢

*According to count.

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

TRADE GLEANINGS

Geier Dressed Beef Corp., New York, N. Y., has been incorporated with a capital stock of \$20,000.

Charles Bros. Meat Co., New York, N. Y., has been incorporated with a capital stock of \$20,000.

Kohrs Packing Co., Davenport, Ia., has let contract for the erection of a \$13,000 hog chill room addition.

Milwaukee Tallow & Grease Co., Milwaukee, Wis., has been incorporated with a capital stock of 150 shares of preferred stock, par \$100, and 350 shares of common, par \$100.

Purity Sausage Co., Mankato, Minn., has installed new equipment in its plant and added five new delivery trucks with special refrigerated bodies to its fleet within the last month.

A. D. Loffler, Jr., Inc., Washington, D. C., has been incorporated in the state of Delaware, with 10,000 shares of common stock. The company is to handle sausage and other meat products.

Highland Rabbit Packing Co. has been established at Highland, Ill., in a plant which formerly belonged to the Highland Brewing Co. The new organization will have a daily capacity of 1,000 rabbits.

Chet Hansen, Inc., Seattle, Wash., dressed meat and poultry jobber, has purchased a three-story fireproof building on a 60 by 120 ft. lot, and will make extensive alterations, including refrigeration installations.

All of the stock of the Sheridan Meat Co., Sheridan, Wyo., has been acquired by A. F. Hufford, president. The company, which is incorporated for \$100,000, operates three markets in addition to the packing plant at Sheridan.

GERMAN MARGARINE INDUSTRY.

In connection with the amalgamation of smaller with larger concerns in the German margarine industry, particularly that part of it which is controlled by the Unilever Concern, it has recently been announced that production will be still further centralized by closing one of the large factories and increasing the production of the remaining few, says a U. S. Department of Commerce report. It is now reported that the factory in Kleve, Rhineland Province, together with its subsidiary works, will be closed and its production centered in the factory belonging to the Jurgens and Prinzen concern in Goch, also in the Rhineland. The Hartogen plant in Kleve heretofore acquired by the Unilever Concern has been closed for some time.

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of

SHORTENING
MARGARINE

STOPS WIS. MARGARINE TAX.

A temporary injunction restraining the Wisconsin department of agriculture and markets from enforcing that provision of the new oleomargarine license law relating to retailers has been issued in state circuit court. The order also enjoins the commissioners from publication of the names of oleomargarine retail dealers or "otherwise indulging in unfair trade practices."

The law, passed at the last session of the Wisconsin legislature after a long fight, provides for an annual license fee of \$1,000 on the manufacturer of margarine, \$500 on the wholesaler, \$100 on hotels and restaurants, \$50 on boarding houses and a sliding scale on retailers—\$100 if the total retail sales are less than \$500 in any quarter year, \$250 if the sales are less than 1,250 lbs., and \$400 if the sales are above \$1,250 lbs.

The principal points argued were that the statute is a denial of due process of law in unreasonably hampering the right to sell a legitimate article of commerce; that it denies the equal protection of the law and that it arbitrarily and unreasonably selects oleomargarine upon which to impose burdens for distinguishing such treatment from that afforded other products.

Judge Zimmerman, before whom the matter was heard, recalled the case of 1927 when an act prohibiting the sale and manufacture of oleomargarine was declared invalid. At that time the court held that oleomargarine is a wholesome and nutritious food; that such an act is an unlawful exercise of the police power and not necessary to protect the public health; and that the act should not be justified on the ground that the legislature may prohibit the sale of oleomargarine to protect the dairy industry.

He then called attention to the provision in the act which appropriates \$10,000 for its administration. At the time of the passage of the law, it was pointed out, there were more than 5,000 retailers, 63 wholesalers and two manufacturers operating in the state. Thus the law would collect over a half a million dollars the first year so that it could not be considered a regulatory measure.

On the other hand, it could not be construed as a revenue producing measure, Judge Zimmerman said, citing records to show that the law reduced the number of retailers from 5,000 to 400, the number of wholesalers from 63 to four and the number of manufacturers from two to none.

Judge Zimmerman declared that the provisions relating to the fees to be paid by retailers are confused and discriminatory, lack uniformity, and would lead to great uncertainty in regard to violations.

The state can decide not to use oleomargarine in its own institutions, as the law provides, Judge Zimmerman said, but that part of the law relating to retailers is invalid and its enforcement should be restrained.

VEGETABLE OIL MARKETS.

COCOANUT OIL—Notwithstanding the betterment in tallow and greases, demand for cocoanut oil remained quiet, and the market was easy. New York tanks were quoted at 3½@3¼c; Pacific Coast tanks, 3c.

CORN OIL—The last business that passed in this market was at 4c f.o.b. mills. Demand of late, however, has been quiet, and the market was barely steady at the 4c level.

SOYA BEAN OIL—Trade continued rather small in this market, and the tone was about steady. Eastern producers were quoting 6c at New York, while western mills quoted sellers' tanks at 4½c f.o.b.

PALM OIL—With little or no interest, the market ruled quieter, but the undertone was steadier. There were reports of sales at one time of spot Nigre at New York at 3¼c, but sellers later raised their ideas to 3½c. Shipment Nigre was quoted at 3.30c; spot Lagos, 4@4¼c; shipment Lagos, 3.80c; 12½ per cent acid oil for shipment, 3.80c.

PALM KERNEL OIL—There was little or no activity in this market, and the situation was about steady. New York tanks were quoted at 3.95c; bulk oil, 3.82c.

OLIVE OIL FOOTS—Demand was rather slow, and the market was unchanged, with some inclined to await developments in exchange rates. At New York, spot foots were quoted at 4½@5c; shipment foots, 4½c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil at New York was limited, but there was no pressure of supplies on the spot and prices fluctuated with the October future delivery. Southeast and Valley crude sold at 3¼c and were quoted 3½@3¼c; Texas crude, 3c bid.

OIL CHEMISTS TO MEET.

The fall meeting of the American Oil Chemists' Society will be held this year at the Congress Hotel, Chicago, on October 29 and 30. A number of interesting papers are announced for presentation at the meeting, including one on "A New Method of Rendering," by O. H. Wurster, Wurster-Sanger Co., Chicago. The annual bowling tournament, under the management of J. P. Harris, will again be a feature of the program. It will take place on Thursday night, October 29, at the Bensinger Alleys, 235 S. Wabash ave. Early entries are requested.

VENEZUELAN LARD IMPORTS.

A new regulation governing imports of lard into Venezuela, effective October 7, 1931, requires that certificate of post and antemortem examinations must accompany lard imports and also must certify that the product was prepared in conformity with the laws of the country of origin, according to a report to the U. S. Department of Commerce. The Venezuelan consul must vize the certificate.

Watch the Wanted page for bargains in equipment.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fair—Market Weak—New Lows Established—Cash Trade Moderate—Crude About Steady—Outside Developments a Factor—Cotton Weather Good—Lard Steadier.

Cotton oil futures dragged lower in a moderate trade the past week on the New York Produce Exchange. Further liquidation and scattered selling again encountering limited support and buying mostly was in the way of profit taking and on resting orders. September went out mildly, but October, at one time, was offered down to 3.99c, with support poor. The entire list went into new low ground for the season. The market was influenced mainly by a lack of improvement in conditions within the market itself, although it was quite apparent that outside developments also had a depressing effect.

Weakness in the stock market and rapidly fluctuating sterling were unsettling. Cotton, wheat and corn made new season's low levels and were of no help to the oil market. Commission houses with western and southern connections were on the selling side, but ring shorts absorbed a good part of the offerings. The latter buying served to weaken the technical position of the market, and throughout the week there was an acute lack of any broad speculative buying power.

This was traceable, to some extent, to a continuance of moderate cash oil and compound business, very favorable weather conditions in the South and early private crop estimates showing a tendency to raise figures over those of the previous month. A leading statistician placed the probable crop at 15,908,000 bales.

Cash Business Small.

The lard market, after selling into new lows, steadied under evening up and buying by packing interests and helped oil at times. On the bulges, however, offerings of oil increased. Al-

though hedge selling was not large, more or less apprehension continued in evidence over the prospects of increased pressure from the new crop a little later in the season.

Reports still indicate that cash business is unusually small for this season of the year. These served to make for caution on the buying side and to keep the professional element operating against values. The fact that business conditions in general failed to show any improvement was regarded as against any broadening in consuming demand in the immediate future. The new crop continues to move slowly in spite of favorable weather for picking and ginning, and it was argued that the light comparative consumption in the September Government report would serve to offset indications of comparatively small seed receipts at the mills to the end of the past month.

In the Southeast, seed was selling at \$7.00 per ton. Crude markets were

showing some stubbornness to selling, but further business passed at 3½c in the Southeast and Valley, buyers later reducing their ideas to 3¼c. In Texas the best bids were 3c.

A ray of hope appeared in the tallow market. Sales were made in New York this week at 2½ and 3c for extra tallow, a price within striking distance of crude cotton oil. These prices created some hope for a return of soapers' interest in the oil market. However, it was generally felt that tallow would have to go to a premium over cotton oil to bring about any material buying of the latter by soapers.

Crop Estimate Up.

Under present conditions a great many see little or no reason why tallow should go to a premium over cotton oil. As a result, there was more of a tendency in evidence to even up and await developments, a more helpful situation, as far as cotton oil is concerned, would be a further widening in the oil-lard spread. This would tend to bring back some of the compound trade that has been lost to lard the past several months owing to the relative cheapness of the latter.

With two months of the new oil season gone, close observers point out that there has been a serious loss in distribution compared with the previous season and a steady increase in the prospective crush of oil. The latest private reports place the crop outlook at the largest figures of the season to date. Some in the oil trade would not be surprised to see the crop ultimately turn out to be 16,000,000 bales, provided the entire crop is picked. Market transactions at New York follow:

Friday, September 25, 1931.

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	385 Bid
Sept.	385 a
Oct.	4 424	420	424 a 430
Nov.	1 440	440	410 a 442
Dec.	436 a 447
Jan.	1 440	440	447 a 450
Mar.	34 457	450	452 a 457

Sales, including switches, 40 contracts. Southeast crude, 3¼c bid.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 30, 1931.—Crude cotton oil has been active during the past week, liberal sales being made at 3¼@3½c. Valley is now barely steady at the latter figure. For Texas, 3c is bid and 3½c asked. Refined is dull; bleachable is worth 4c loose at New Orleans. Cotton seed undertone is weak. As numerous mills start up, Oklahoma, Arkansas and north and west Texas may see slightly easier markets on all products and increased hedging.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 1, 1931.—Crude cottonseed oil, 3½c; forty-one per cent protein cottonseed meal, \$11.00; loose cottonseed hulls, \$1.00@2.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Oct. 1, 1931.—Prime cottonseed oil, 3@3½c; forty-three per cent meal, \$11.50; hulls, \$4.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

Saturday, September 26, 1931.

Spot	375 a	....
Oct.	470 a	424
Nov.	420 a	438
Dec.	433 a	445
Jan.	440 a	444
Mar.	21 450 449	450 a 449
May	450 a	460

Sales, including switches, 21 contracts. Southeast crude, 3½c bid.

Monday, September 28, 1931.

Spot	375 Bid	....
Oct.	1 415 415	409 a 414
Nov.	410 a	435
Dec.	430 a	440
Jan.	435 a	442
Mar.	7 447 445	440 a 445
May	6 453 450	450 a

Sales, including switches, 14 contracts. Southeast crude, 3½c sales.

Tuesday, September 29, 1931.

Spot	375 Bid	....
Oct.	1 406 406	396 a 400
Nov.	400 a	428
Dec.	425 a	435
Jan.	6 436 435	430 a 435
Mar.	2 440 437	430 a 438
May	4 448 447	440 a 445

Sales, including switches, 15 contracts. Southeast crude 3½c bid.

Wednesday, September 30, 1931.

Spot	375 Bid	....
Oct.	1 400 400	400 a
Nov.	400 a	430
Dec.	430 a	435
Jan.	430 a	440
Mar.	12 445 436	439 a 440
May	8 450 445	444 a 446

Sales, including switches, 21 contracts. Southeast crude, 3½c bid; 3½c asked.

Thursday October 1, 1931.

Spot	380 a	....
Oct.	401 400	400 a 405
Nov.	400 a	420
Dec.	430 a	440
Jan.	435 435	435 a
Mar.	441 437	439 a 441
May	450 447	447 a 448

Late markets on this page.

CUBAN OIL IMPORTS.

Imports of oils and fats into Cuba during the first six months of 1931 have been reported to the U. S. Department of Commerce as follows: Cottonseed oil, 2,717 metric tons, of which 2,221 came from the United States; coconut oil, 1,044, from the U. S., 437; corn oil, 442, from the U. S., 68; olive oil, 4,482, from the U. S., none; soya bean oil, 754, from the U. S., 70; palm oil, 330, from the U. S., 40; other vegetable oils, 947, from the U. S., 940 metric tons. The department has recently issued a trade information bulletin, No. 766, entitled "Market for Oils and Fats in Cuba and the Cuban Vegetable Oil Industry," which contains data on the imports of oils and fats through the year 1929. It may be obtained for 10c a copy from the Superintendent of Documents, Government Printing Office, Washington, D. C.

HULL OIL MARKETS.

Hull, England, Sept. 30, 1931.—(By Cable)—Refined cottonseed oils, 26s 6d; Egyptian crude cottonseed oil, 28s 6d.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were firmer the latter part of the week on commission house buying covering, some packer absorption, steadiness in hogs and a fair cash trade. Chicago lard stocks decreased sharply during September. The total is 29,624,000 lbs., compared with 26,991,000 lbs. a year ago.

Cottonseed Oil.

Cotton oil was steadier with lard, ignoring new lows in cotton and heaviness in stocks. Commission house locals are absorbing hedging pressure. Cash trade is quiet and crude easy; Southeast, 3½c asked; Valley, 3.20c sales; Texas, 3c sales and bid.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Oct., \$4.07@4.20; Nov., \$4.07@4.34; Dec., \$4.31@4.45; Jan., \$4.37@4.45; Mar., \$4.43@4.48; May, \$4.50@4.55.

Quotations on prime summer yellow:

Oct., \$3.95 bid; Nov., \$4.01 bid; Dec., \$4.20@4.45; Jan., \$4.25@4.45; Mar., \$4.25@4.40; May, \$4.35@4.55.

Tallow.

Tallow, extra, 2%@3c.

Stearine.

Stearine, 7½c.

Lard Markets.

New York, Oct. 2, 1931. — Lard, prime western, \$7.70@7.80; middle western, \$7.45@7.55; city, 7½@7¾c; refined continent, 8c; South American, 8½c; Brazil kegs, 9c; compound, 7@7½c.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8c per pound on a car of product he has saved \$37.50.

If he makes 1/4c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

If you get THE NATIONAL PROVISIONER DAILY MARKET SERVICE you know the market. You neither buy nor sell blindly.

A fractional saving on one car of product will pay for this service for an entire year. If you want full information, clip this coupon and send it with your name and address to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, October 2, 1931.—General provision market firm; hams, picnics, square shoulders and pure lard very good.

Friday's prices were as follows: Hams, American cut, 88s; hams, long cut, 94s; shoulders, square, 53s; picnics, none; short backs, 69s; bellies, clear, 57s; Canadian, none; Cumberlands, 72s; Wiltshires, none; spot lard, 49s 9d.

EUROPEAN PROVISION CABLES.

The Hamburg market consumptive demand was fair, according to cables to the U. S. Department of Commerce, with the exception of extra oleo oil which was poor. Inland demand was poor. Refined lard, prime steam lard, fatbacks 10/12 and 12/14, prices higher. Fatbacks heavy, 14/16, frozen port livers and extra oleo oil prices remain the same as last week. Receipts of lard for the week were 1,461 metric tons, 160 metric tons of which came from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 83,000, at a top Berlin price of 12.98 cents a pound, compared with 94,000 at 13.63 cents a pound, for the same week of last year.

Rotterdam market arrivals were medium. Serious difficulties experienced, caused by drop of pound sterling. Sellers reserved and buyers holding off. Practically no change in prices with exception of extra premier jus which was higher. Prices were lower for extra neutral lard and refined lard.

The market at Liverpool remained about the same. Prices were steady. The total of pigs bought in Ireland for bacon curing was 27,000 for the week, as compared with 20,200 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending September 23, 1931, was 122,100, as compared with 121,400 for the corresponding week of last year.

CHINESE BACON IMPORTS.

Imports of bacon and hams into Shanghai, China, during the January-May, 1931, period are reported to the U. S. Department of Commerce as totalling 19,333 lbs. Totals for 1930 amounted to 152,667 lbs., compared with 241,600 lbs., in 1929.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 2, 1931, show exports from that country were as follows: To England, 148,494 quarters; to the Continent, 6,402 quarters.

Exports of the previous week were as follows: To England, 80,120 quarters; to the Continent, 11,776 quarters.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended September 26, 1931, amounted to 6,966 metric tons compared with 7,580 metric tons last week and 6,440 metric tons during the corresponding week of last year.

A Page for the Packer Salesman

Weak in the Knees?

Retailers Say Salesmen Are Easy to Get Rid of These Days

What's the matter with the packer salesman today?

Retailers say they are easy to get rid of. Is it changed methods, changed conditions, or just the "yellow streak" that business is now being accused of possessing, from the top down?

Here's some comment from a successful salesman who does a little "looking backward." He says:

Editor THE NATIONAL PROVISIONER:

Many of us well remember the days when we worked the old territory via "local freight," while the train crew switched a half dozen cars down at the village hog chute.

The engineer gave two blasts and the cracker man, fruit man and packer salesman sprinted to the depot and climbed the caboose for the next town!

We resented the necessity of catching early trains and a definite schedule, yet how often do we reflect back to the "good old days!"

Is This Progress Backward?

With the advent of the automobile schedules were broken, and our customers kept us waiting for the check because they knew we were not catching the 4:28. Eventually more towns were added to the territory and we found ourselves as tourists, covering the ground but scarcely observing the potential business because of "too many towns to work."

The old exclusive accounts were invaded by a new competition, and the territorial policy was again changed to a more concentrated effort. By this time we found ourselves working approximately the same towns as we worked from the freight, but with automobile expense.

Good roads caused a shift in business, made possible still more competition, extended our territorial boundaries, and we wonder what it is all about as we stick in a "mud-hole" waiting for the roads to dry out, rather than prying ourselves loose and getting some business.

A man who has been in the retail meat business for some twenty years told me that in all his experience he never knew a time when it was as easy to get rid of a salesman as now.

Easy to Get Rid Of.

The answer this man gave when I asked just what he meant brings out a point that is surely vital during these

A NIXIE WAITS FOR BUSINESS—
A GO-GETTER GOES AFTER IT!



TWO KINDS OF SALESMEN!

days, when we should be "thinking through" and expecting to bring about an improvement. He says: "They don't expect any business when they come in. You can tell by their expression, when you refuse to buy, that they are not disappointed."

These "mental hazards" are spoiling many a good score. But if we would think only of our objective business would show a decided upturn. When we rode the freight we *expected business and got it*. But now we "cannot see the trees for the forest."

The governor of a great state recently made the statement that "the salesman learns more and understands more of the economic problems of our country than 99 out of 100 citizens." Are we living up to his definition?

When we get back to right thinking and face conditions as they exist today, plan our offensive and work as we used to do, we will be contributing in a large measure to the physical relief of the industry. We should guard against false impressions with the trade, expect to get more business, and *smile against all odds*.

Yours for business,

M. W. STULTS.

Lincoln, Neb., Sept. 28.

PROFITING BY HARD TIMES.

Last week we were talking to a car route salesman in the West who called on the trade in towns where there really is depression. In those towns you have to fight for business, and according to this man, you really have to battle for it. We were talking about his beef business.

"I've had as good a demand for beef this summer as I've ever had," he said. "Last year my trade bought mostly cuts, they seemed afraid of sides. This year, when they were counting the pennies so closely, I tried to impress on their minds the fact that it was

more economical for them to buy sides than it was wholesale cuts.

"They were able to see that the price per pound was less, and apparently I was able to persuade them that they could sell all the cuts from the side, because they surely have been taking care of my beef this summer. They buy sides, and then they work to merchandise the meat. They've been so afraid of being stuck with something on their hands that they've sold more beef than they usually do. My beef business is better this year than it was last."

It rather looks as if this man had been able to cash in on the depression to some extent. At least he hasn't merely slowed down and said, "Oh well, business is bad, so I guess I can't get any more anyway."

People are eating meat, and are going to continue to eat meat. Meat prices are down in line with other foods, and meat consumption is showing little change. So the business is going to be there for those who wish to get it.

The cooler weather which prevailed over the country during the latter part of August apparently stimulated meat salesmen. Meat sales improved. There was a noticeable improvement in demand for the fresh pork cuts, in sympathy with the cooler weather, and there was also a nice pick-up in demand for chucks and beef in general.

—Meat Trade Topics.

INCREASING SIZE OF ORDERS.

It is an advantage to the retailer at any time, but more particularly under present conditions, to concentrate his purchases with a few concerns and to maintain his credit and standing as a desirable customer by paying his bills promptly. This is a point packer salesmen might profitably emphasize.

"In a number of cases," one salesman said recently, "I have been able to increase sales materially, and to get my products in stores that did not handle them previously by calling attention of retailers to the desirability of standing in well with the firms from whom they buy."

"Retailers may not see the force of the argument the first time it is presented to them. But its repetition will convince many that it is better business to stand in well with one or two meat plants than to be considered of no great importance by a half dozen or more."

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Oct. 1, 1931.

CATTLE—Compared with a week ago: Better grade mediumweight and weighty fed steers, 25@40c higher; lower grades with weight, steady to 25c up; good and choice yearlings scaling 900 to 1,050 lbs., fully 25c lower, slow at decline, weighty steers of comparable grade getting best action at all time; lower grade long yearlings and light steers, about steady, good and choice kinds predominating in week's steer crop; common and medium grade light steers and long yearlings, about steady, but medium to good light heifer and mixed yearlings closed 25c lower, only a very meager supply choice offerings showing strength. Supply of yearlings scaling 800 lbs. down was small; fat cows, 25c higher; low cutters and cutters, 25@50c higher; bulls, fully 25c up, the supply small; vealers, 50@75c lower; extreme top fed steers scaling 1,236 lbs., \$10.40; several loads with weight, \$10.00@10.25, but extreme top on long yearlings \$10.00; heifer yearlings, \$9.50; most fed steers, \$7.50@9.50; bulk grain fed heavies, \$8.50@9.50; outstanding grassers, up to \$7.75, but practical top \$6.65 on killer account, with bulk at \$5.00@6.00.

HOGS—Compared with a week ago: Market mostly steady; heavy butchers and heavy packing sows strong to 15c higher. Trade was weaker early in week due to liberal runs; demand active on local accounts, shippers buying slightly more freely. Week's top, \$5.70, paid today. Closing bulks: 200 to 280 lbs., \$5.50@5.65; 300 to 360 lbs., \$5.00@5.50; 170 to 190 lbs., \$5.25@5.40; 140 to 160 lbs., \$4.85@5.25; pigs, \$4.25@4.85; packing sows, \$4.10@4.65; smooth lightweights, \$4.75@5.00.

SHEEP—Compared with a week ago:

Killing classes, 25@50c higher, closing under considerable pressure. Today's bulks: Good and choice native ewe and wether lambs, \$6.50@7.00; choice westerns, \$7.00@7.50; few, \$7.60. Week's top, \$7.75; medium to good rangers, \$5.50@6.50 to killers; native bucks, \$5.50@6.00; throwouts, \$4.00@4.50; choice fed yearlings, \$5.75; fat ewes, \$1.50@2.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Oct. 1, 1931.

CATTLE—Considerable unevenness featured the week's trade in killing steers. Good to choice grades have been in demand due to the improved condition of the eastern dressed meat market, and values are strong to 25c higher, with spots 50c up on best matured offerings. Short fed natives and fed grassers are weak to mostly 25c lower, while straight grassers are steady to 25c off. The week's top reached \$9.35 on yearlings and choice medium weights, while bulk of better grades of natives sold from \$8.00@9.00. Wintered and fed grassers went from \$6.00@7.50, while grass fat kinds brought \$3.50@5.50. Short fed heifers are weak to 25c lower, while other fat she stock held steady. Cutter cows closed at strong to 15c higher levels. Bulls are fully 25c higher, and vealers are mostly 50c lower at \$8.50 down.

HOGS—After reaching new low levels for 23 years on Tuesday, the hog market has shown a decided reaction on later days, and final rates are mostly 10@15c higher than last Thursday. At the low time, the extreme top rested at \$5.10, but on the close a similar kind brought \$5.30 to both shippers and packers. All interests have been aggressive buyers the past two days,

which has resulted in unusually active markets and a good clearance. Packing grades are 25@50c higher at \$3.50@4.50, with smooth sows up to \$4.75.

SHEEP—Demand for fat lambs has been fairly broad all week, and final values are 25@35c higher than a week ago. Choice range lambs scored \$7.00 on the close, while the bulk of the week's supply cleared from \$6.40@6.90. A few choice natives made \$6.25, but most lots sold from \$6.00 down. Mature sheep held steady, with fat ewes selling from \$2.25 down.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Oct. 1, 1931.

CATTLE—Demand for strictly choice fed steers and yearlings was broad and active. Markets at strong to a little higher prices were the rule. Current prices are strong to 25c higher for the week, weighty steers and medium weights showing the full advance. Medium to good grades sold lower early in the week, but closed with the decline regained. She stock and bulls are strong to 25c higher for the week, and vealers steady. Choice medium weights, around 1,200 lbs., earned \$10.00; weighty steers, 1,373 lbs., \$9.95; yearlings, \$9.90.

HOGS—Market in the hog division has carried a healthier undertone than for some time, with comparisons Thursday with Thursday showing lights and butchers strong to 20c higher; sows, 15@35c higher. Thursday's top held at \$5.25; part load, \$5.30; bulk good and choice, 180 to 250 lbs., \$5.00@5.25; 140 to 180 lbs., \$4.40@5.00; 250 to 350 lbs., butchers, \$4.50@5.25; packing sows, \$3.75@4.35; top, \$4.40; stags, \$3.00@3.50.

SHEEP—Unevenness has featured market for slaughter lambs, with comparisons 25@65c higher, yearlings also sharing this advance. Matured sheep held steady. Thursday's bulk slaughter range, native and fed clipped lambs, sold \$6.25@6.50; top to shippers, \$7.00. Best yearlings, \$5.25; good and choice ewes, \$1.50@2.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Oct. 1, 1931.

CATTLE—Grain fed steers and yearlings show a good 25c upturn, warmed-up kinds and grassers on the other hand, finished steady to 25c lower, which produced the season's widest price range. Best cattle are now close to the season's peak, choice yearlings at \$9.85 and 1,482-lb steers at \$9.00 being outstanding sales. All cows and best heifers shared the advance; other heifers, steady; bulls, weak; vealers, 50c higher. Bulk of native fed steers and yearlings brought \$8.25@9.25; best fed grassers, \$7.90@8.00; most lots, \$6.25@7.75; straight grassers, \$3.75@5.75. Top vealers brought \$8.50; best cows, \$5.00@5.25; bulk, \$3.00@4.00; cutter grades, \$1.75@2.75; bulls, \$3.00@3.25.

HOGS—The rather pronounced rise in fresh pork prices, particularly loins, in the East tended to steady the market after the top had dropped to a new low of \$5.05 Tuesday, the average price that day registering \$4.53, against

Old Fashioned Safety

with

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The Nation's Oldest and Largest
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Cincinnati, Ohio
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Nashville, Tenn.
Omaha, Nebr.
Sioux City, Iowa

Service Department, 1315 H St., N. W., Washington, D. C.—
C. B. Heinemann, Mgr.

KENNETT MURRAY
LIVE STOCK BUYING ORGANIZATION

\$4.76 on the low day last week. Top today was \$5.35, with prices showing a 10@15c advance over this time last week. Bulk hogs, 180 to 270 lbs., today brought \$5.20@5.30; 130 to 170 lbs., \$4.75@5.10; sows, \$3.50@4.25.

SHEEP—Strictly choice lambs are quotable at \$7.00, although \$6.90 represented the actual top. Bulk slaughter lambs, \$6.50@6.90. The market has displayed greater stability, besides averaging considerably higher for the week. Cooler weather, lighter supplies and the small percentage of desirable killers, together with the very broad demand for unfinished lambs, were factors of strength.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Oct. 1, 1931.

CATTLE—Compared with week ago: Native steers sold mostly steady; western steers, strong to 25c higher; fat mixed yearlings and heifers, 25c higher; cows, cutters, low cutters and medium bulls, 25@50c higher; vealers, \$1.25 higher. Top yearling steers scored \$9.50, with 1,453-lb. matured steers going at \$9.35. Bulk of native steers made \$7.25@9.25. Western grass steers ranged from \$2.75@6.90; bulk, \$4.25@5.50. Best mixed yearlings brought \$10.00; top heifers, \$9.35; most fat descriptions, \$7.50@8.50; medium fleshed kinds, \$5.25@7.00. Cows sold largely from \$3.25@4.25; top, \$5.50; most low cutters, \$1.75@2.25. Top, medium bulls registered \$4.00; best vealers, \$9.75.

HOGS—Swine values advanced 10@25c during the week; some heavies up more. Top price reached \$5.60 on Wednesday, while bulk of 170- to 300-lb. butchers cleared at \$5.35@5.55; pigs and light lights, \$4.85@5.25; sows, \$3.75@4.75.

SHEEP—Fat lambs netted a gain of 50@75c during the week, sheep holding steady. City butchers paid a late top of \$7.25, while bulk of lambs went to packers at \$6.75@7.00; buck lambs, \$5.75@6.00; throwouts, \$3.00@3.50; fat ewes, \$1.00@2.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Sept. 30, 1931.

CATTLE—An improved dressed outlet, coupled with some moderation in receipts, made for an advance of 25c on nearly all classes of slaughter cattle

during the week. Top fed yearlings sold at \$9.50; heavy steers, \$8.75; bulk fed kinds, \$7.50@8.50; grass fats, \$4.50@6.50. Grass cows centered at \$3.00@4.00; westerns, to \$4.50; heifers, \$3.50@4.75; light westerns, to \$6.00. Cutters sold at \$2.00@2.75 mainly; bulls, \$3.25@3.75. Vealers dropped back to \$6.50@9.00 bulk.

HOGS—Continued liquidation of light and underweight hogs made for further declines, light lights averaging 10c to mostly 25c, spots 50c, lower; butchers, steady to 25c lower; sows, under diminishing numbers, 25c higher. Better 160- to 200-lb. weights cleared at \$4.50@4.75; closely sorted 210- to 250-lb. averages, to \$4.85; 250- to 300-lb. butchers, \$4.50@4.85; packing sows, \$3.50@4.00; pigs, \$4.00@4.25.

SHEEP—Fat lamb values soared sharply, averaging 50c to mostly 75c higher. Bulk of better lambs centered at \$7.00; medium grades, \$5.00; throwouts, \$3.50@4.00. Ewes worked 25c higher; light weights, upwards to \$2.00; culs, 50c.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Oct. 1, 1931.

CATTLE—Long fed quality fed beef steers and yearlings remained firm throughout the week. Call for lower grades appeared indifferent at weak to 25c lower values, and some showed slightly further price trimming. Choice yearlings and medium weight beefs topped at \$9.75, heavy beefs reached \$9.35, and the bulk of better grain feds moved at \$8.25@9.25. Plain and grass kinds dropped down to \$6.00 and under. Fat she stock finished weak to 25c lower, choice heavy heifers reached \$8.75, beef cows bulked at \$2.75@3.50, and low cutters and cutters closed at \$1.75@2.50 largely. Bulls and vealers gained slightly. Packers paid up to \$7.50 for vealers, and medium grades bulls went at \$3.50 down.

HOGS—Butchers hit \$5.00, a new low, but late demand proved active and the extreme top was \$5.30, with packing sows up to \$4.40. Values ruled mostly steady to 10c higher for the week. Most 130- to 170-lb. averages brought \$4.00@4.85, and the bulk of 180- to 300-lb. weights earned \$4.75@5.15. The few weightier kinds sold at \$4.00@4.75. Sows cleared mainly at \$3.60@4.35.

SHEEP—A weak close partially discounted mid-week fat lamb advances,

as the bulk of killers sold \$6.50 down late, 15@25c higher than a week ago. Aged sheep showed little change, as fat ewes made mainly \$1.00@2.00.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Oct. 1, 1931.

Compared with a week ago, hogs scaling under 250 lbs. unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota are mostly 15@25c lower; underweights, as much as 35c off; heavy butchers and packing sows, steady to 15c lower. Marketing was heavy early in the week, due partly to month-end financial obligations, but slowed up toward the close. Late bulk of 200- to 280-lb. weights, \$4.60@4.90, with long haul loads selling up to \$5.00; 170- to 190-lb. averages, mostly \$4.35@4.75; packing sows, largely \$3.50@4.00.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants week ended Oct. 1:

	This week.	Last week.
Friday, Sept. 25.....	15,300	10,500
Saturday, Sept. 26.....	13,400	11,200
Monday, Sept. 28.....	31,500	27,200
Tuesday, Sept. 29.....	15,500	9,400
Wednesday, Sept. 30.....	19,800	14,600
Thursday, Oct. 1.....	21,200	18,400

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Sept. 26, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 26.....	237,000	458,000	588,000
Previous week.....	245,000	445,000	678,000
1930.....	258,000	487,000	668,000
1929.....	339,000	589,000	560,000
1928.....	345,000	557,000	593,000
1927.....	318,000	490,000	488,000

Hogs at 11 markets:	
Week ended Sept. 26.....	381,000
Previous week.....	387,000
1930.....	424,000
1929.....	509,000
1928.....	489,000
1927.....	387,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 26.....	188,000	327,000	418,000
Previous week.....	192,000	326,000	449,000
1930.....	194,000	358,000	497,000
1929.....	258,000	427,000	388,000
1928.....	266,000	391,000	426,000
1927.....	238,000	279,000	352,000

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 26, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,458	6,810	10,867
Swift & Co.	5,444	2,040	22,917
Wilson & Co.	4,050	4,915	8,041
Morris & Co.	1,989	3,316	7,486
Anglo-Amer. Prov. Co.	907	1,161	.....
G. H. Hammond Co.	2,218	1,252	.....
Libby, McNeill & Libby	483	.....	.....
Shippers	18,295	17,231	50,568
Others	9,061	33,579	13,015

Brennan Packing Co., 6,070 hogs; Independent Packing Co., 1,806 hogs; Boyd, Lunham & Co., 1,897 hogs; Hygrade Food Products Corp., 3,371 hogs; Agar Packing Co., 3,567 hogs.

Total: 49,807 cattle; 4,364 calves; 88,905 hogs; 112,894 sheep.

Not including 128 cattle, 950 calves, 27,822 hogs and 20,045 sheep bought direct.

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,540	2,571	5,523
Cudahy Pkg. Co.	3,424	1,783	11,021
Fowler Pkg. Co.	230	.....	.....
Morris & Co.	2,277	1,513	3,745
Swift & Co.	2,825	4,233	8,750
Wilson & Co.	3,029	2,055	6,942
Others	1,189	297	20
Total	16,523	12,452	36,001

OMAHA.

	Cattle & calves.	Hogs.	Sheep.
Armour and Co.	5,315	8,817	6,710
Cudahy Pkg. Co.	4,704	5,749	10,908
Dold Pkg. Co.	1,422	4,960	.....
Morris & Co.	1,782	1,589	3,045
Swift & Co.	4,657	4,819	11,881
Others	1,770	.....	.....

Geo. Hoffman Pkg. Co., 42 cattle; Meyerowich Pkg. Co., 39 cattle; Omaha Pkg. Co., 38 cattle; J. Roth & Sons, 22 cattle; South Omaha Pkg. Co., 48 cattle; Lincoln Pkg. Co., 89 cattle; Morrell Pkg. Co., 15 cattle; Nagle Pkg. Co., 125 cattle; Sinclair Pkg. Co., 658 cattle; Wilson & Co., 463 cattle.

Total: 19,418 cattle, 43,304 hogs, 32,554 sheep.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,639	1,139	4,983	2,060
Swift & Co.	2,287	2,262	2,078	1,670
Morris & Co.	613	734	.....	216
East Side Pkg. Co.	921	30	662	206
American Pkg. Co.	378	118	1,923	177
Krey Pkg. Co.	.....	3,289	.....	.....
Shippers	8,544	3,782	19,887	720
Others	4,037	349	13,077	1,320
Total	18,419	8,414	46,239	6,402

Not including 2,428 cattle, 1,558 calves, 28,908 hogs and 1,944 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,574	285	4,964	12,585
Armour and Co.	2,432	293	4,910	6,050
Others	2,015	332	2,593	5,624
Total	7,241	910	12,467	24,300

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,317	263	5,667	4,275
Armour and Co.	2,479	289	5,611	4,668
Swift & Co.	1,480	290	3,327	4,062
Smith Bros.	.....	.....	.....	.....
Others	3,682	60	11,869	.....
Total	9,967	862	26,474	13,635

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,051	608	1,892	334
Wilson & Co.	957	753	1,888	269
Others	156	33	631	.....
Total	2,164	1,394	4,411	603

Not including 95 cattle bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	667	293	2,238	615
Dold Pkg. Co.	509	6	1,549	33
Wichita D. B. Co.	35	.....	.....	.....
Dunn Ostering	83	.....	.....	.....
Keefe-Le Stourenson	38	.....	.....	.....
Fred W. Dold	100	.....	413	.....
Total	1,442	299	4,200	648

Not including 2,117 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,213	186	1,521	17,330
Armour and Co.	981	138	1,379	18,630
Others	1,472	171	2,630	2,390
Total	3,666	495	5,530	38,359

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,727	3,117	15,390	10,982
Cudahy Pkg. Co.	548	1,117	.....	.....
Swift & Co.	4,238	4,638	23,807	11,978
United Pkg. Co.	2,192	99	.....	.....
Others	1,536	144	26,908	9,073
Total	11,241	9,315	65,614	32,063

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,623	5,094	14,923	1,705
Swift & Co., Balt.	.....	1,271	.....	.....
U. D. B. Co., N. Y.	53	.....	.....	.....
The Layton Co.	.....	553	.....	.....
B. Gunz & Co.	71	106	71	65
Armour and Co., Mil.	557	2,517	.....	.....
N.Y.B.D.M.Co., N.Y.	40	.....	.....	.....
Corkran, Hill, Balt.	.....	736	.....	.....
Bimber, Harrison, N.J.	.....	530	.....	.....
Shippers	105	32	92	12
Others	185	285	82	405
Total	2,394	8,034	17,728	2,337

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan Co.	1,146	531	11,121	1,294
Armour and Co.	283	121	1,458	80
Indianapolis Abt. Co.	353	5	.....	149
Hilgemeier Bros.	5	.....	900	.....
Brown Bros.	126	30	101	.....
Schussler Pkg. Co.	30	.....	408	.....
Riverview Pkg. Co.	8	.....	146	.....
Meyer Pkg. Co.	131	9	316	.....
Indiana Prov. Co.	65	11	248	.....
Maas Hartman Co.	50	14	.....	18
Art Wabnitz	11	41	.....	49
Hoosier Abt. Co.	58	.....	.....	.....
Shippers	1,068	1,917	22,203	6,170
Others	682	136	976	989
Total	3,950	2,815	37,879	8,758

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son.	15	.....	714	461
Ideal Pkg. Co.	15	.....	714	.....
E. Kahn's Sons Co.	1,348	1,217	5,690	254
Kroger G. & B. Co.	67	112	1,273	.....
J. Lohrey Pkg. Co.	5	.....	251	.....
H. H. Meyer Pkg. Co.	.....	.....	2,867	.....
A. Sander Pkg. Co.	18	.....	1,017	.....
J. & F. Schroth Co.	18	.....	2,483	.....
J. Schlachter & Sons	216	248	.....	158
John F. Stegner	243	216	.....	399
Shippers	177	880	3,116	3,275
Others	1,105	530	800	696
Total	3,194	3,204	18,281	5,213

Not including 981 cattle; 2,433 hogs and 537 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended September 26, 1931, with comparisons:

CATTLE.

	Week ended Sept. 26.	Prev. week.	Cor.
Chicago	49,807	45,878	20,044
Kansas City	16,523	14,685	20,816
Omaha	19,418	15,066	17,851
St. Louis	18,419	20,129	15,020
St. Joseph	7,241	6,981	9,370
Sioux City	9,967	6,907	9,968
Oklahoma City	2,164	2,207	3,815
Wichita	1,442	1,993	2,128
Denver	3,666	3,162	2,861
St. Paul	11,241	10,104	11,066
Milwaukee	2,394	2,704	2,852
Indianapolis	3,950	3,726	4,263
Cincinnati	3,194	3,058	2,290
Total	149,635	136,751	119,293

HOGS.

	Week ended Sept. 26.	Prev. week.	Cor.
Chicago	88,995	83,043	68,573
Kansas City	12,452	12,775	19,754
Omaha	43,304	44,074	39,611
St. Louis	46,239	55,850	24,914
St. Joseph	12,467	17,777	21,524
Sioux City	26,474	25,398	28,701
Oklahoma City	4,411	4,156	4,654
Wichita	4,200	5,068	6,537
Denver	5,530	5,406	4,102
St. Paul	65,614	54,224	12,063
Milwaukee	17,728	17,683	15,568
Indianapolis	37,879	29,456	32,214
Cincinnati	18,281	16,226	13,551
Total	383,574	371,028	325,866

SHEEP.

	Week ended Sept. 26.	Prev. week.	Cor.
Chicago	112,894	101,985	60,212
Kansas City	36,001	28,470	42,998
Omaha	32,554	43,970	53,410
St. Louis	28,908	18,064	8,579
St. Joseph	24,300	31,775	36,716
Sioux City	13,635	10,873	17,309
Oklahoma City	603	1,505	562
Wichita	648	832	817
Denver	38,559	52,140	25,407
St. Paul	32,063	27,013	29,475
Milwaukee	2,337	2,671	3,061
Indianapolis	8,758	8,148	5,588
Cincinnati	5,213	2,541	2,317
Total	336,452	329,977	305,190

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 21	18,653	1,745	23,914	33,564
Tues., Sept. 22	8,867	2,022	19,411	22,902
Wed., Sept. 23	12,628	2,149	21,046	18,426
Thurs., Sept. 24	7,324	1,438	24,756	25,296
Fri., Sept. 25	1,170	567	23,416	22,902
Sat., Sept. 26	200	100	4,000	5,890
This week	48,982	8,021	117,143	139,880
Previous week	47,043	10,124	106,828	114,902
Year ago	43,349	9,051	131,716	119,461
Two years ago	54,998	12,136	130,413	160,462

Total receipts for month and year to Sept. 26, with comparisons:

	—September—	1931.	1930.	1931.	1930.
Cattle	160,412	194,477	1,614,966	1,568,428	1,568,428
Calves	33,811	37,235	405,280	436,415	436,415
Hogs	394,297	451,283	5,322,735	5,519,822	5,519,822
Sheep	426,188	463,514	3,084,433	3,087,741	3,087,741

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 21	3,605	8	4,336	8,232
Tues., Sept. 22	4,486	26	2,348	8,232
Wed., Sept. 23	4,481	90	1,044	16,274
Thurs., Sept. 24	3,757	249	2,618	12,614
Fri., Sept. 25	1,744	116	6,162	10,961
Sat., Sept. 26	100	.....	500	10
This week	18,173	489	17,028	52,000
Previous week	17,803	317	15,496	42,828
Year ago	15,575	533	17,300	49,941
Two years ago	18,201	1,194	29,277	58,306

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lamb.
Week ended Sept. 26	\$ 8.25	\$ 5.26	\$ 1.95	\$ 6.45
Previous week	7.80	5.35	1.85	6.45
1930	11.05	6.35	3.00	7.55
1929	13.60	10.00	4.50	12.75
1928	15.60	10.90	5.75	13.65
1927	13.35	10.65	5.75	13.65
1926	10.70	12.20	6.35	13.75

AV. 1926-1930 \$12.90 \$10.70 \$ 5.05 \$12.25

SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

1929	36,797	101,136	69,666
1928	40,645	96,951	72,651
1927	41,000	65,832	53,400

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Oct. 1, 1931:

Sept. (Soft or city hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.	\$ 4.75@ 5.25	\$ 4.90@ 5.35	\$ 4.35@ 4.85	\$ 4.50@ 5.10	\$ 4.00@ 4.60
Lt. wt. (160-180 lbs.) gd.-ch.	5.00@ 5.40	5.10@ 5.40	4.75@ 5.10	4.85@ 5.25	4.35@ 4.85
Med. wt. (180-200 lbs.) gd.-ch.	5.25@ 5.65	5.30@ 5.50	5.00@ 5.25	5.10@ 5.30	4.75@ 5.00
Med. wt. (200-220 lbs.) gd.-ch.	5.50@ 5.70	5.40@ 5.60	5.00@ 5.25	5.10@ 5.30	4.85@ 5.00
Hvy. wt. (220-250 lbs.) gd.-ch.	5.50@ 5.70	5.40@ 5.60	5.00@ 5.25	5.10@ 5.30	4.85@ 5.00
Hvy. wt. (250-280 lbs.) gd.-ch.	5.40@ 5.70	5.35@ 5.60	4.80@ 5.25	5.00@ 5.30	4.50@ 5.00
Pkg. sows (275-500 lbs.) med.-ch.	5.00@ 5.55	4.85@ 5.55	4.35@ 4.75	4.50@ 5.20	4.15@ 4.65
Str. pigs (100-130 lbs.) gd.-ch.	4.15@ 5.00	3.65@ 4.75	3.60@ 4.40	3.50@ 4.75	3.50@ 4.35
Av. cost & wt. Thurs. (pigs excl.)	4.25@ 4.85	4.65@ 5.15	3.60@ 4.40	4.35@ 5.00	4.00@ 4.25
	5.05-227 lbs.	5.29-203 lbs.	4.32-269 lbs.	4.92-220 lbs.	

STEERS (800-900 LBS.):

Choice	9.75@ 10.00	9.50@ 10.00	9.25@ 10.00	9.00@ 9.75	8.75@ 9.75
Good	8.00@ 9.75	7.75@ 9.50	7.25@ 9.25	7.00@ 9.00	7.50@ 8.75
Medium	6.00@ 8.00	4.75@ 7.75	5.50@ 7.00	4.50@ 7.00	5.75@ 7.50
Common	4.00@ 6.00	3.75@ 4.75	3.50@ 5.50	3.25@ 4.50	3.50@ 5.75

STEERS (900-1,100 LBS.):

Choice	9.25@ 10.00	9.50@ 10.00	9.25@ 10.00	8.75@ 9.75	8.75@ 9.75
Good	7.75@ 9.25	7.75@ 9.50	7.25@ 9.25	7.00@ 9.00	7.50@ 8.75
Medium	6.00@ 8.00	4.75@ 7.75	5.50@ 7.00	4.50@ 7.00	5.75@ 7.50
Common	4.00@ 6.00	3.75@ 4.75	3.50@ 5.50	3.25@ 4.50	3.50@ 5.75

STEERS (1,100-1,300 LBS.):

Choice	9.50@ 10.25	9.50@ 10.00	9.25@ 10.00	8.75@ 9.75	8.00@ 9.50
Good	7.50@ 9.75	7.75@ 9.50	7.25@ 9.25	7.00@ 8.75	7.50@ 8.00
Medium	5.75@ 7.75	4.75@ 7.75	5.00@ 7.00	4.50@ 7.00	5.50@ 7.50

STEERS (1,300-1,500 LBS.):

Choice	9.75@ 10.40	9.00@ 9.75	9.25@ 10.00	8.75@ 9.75	8.50@ 9.50
Good	7.75@ 9.75	7.75@ 9.50	7.25@ 9.25	7.00@ 8.75	7.50@ 8.50

HEIFERS (550-850 LBS.):

Choice	9.25@ 9.75	8.75@ 9.75	8.25@ 9.25	8.00@ 9.00	7.50@ 8.75
Good	7.00@ 9.25	7.50@ 8.75	6.75@ 8.25	6.50@ 8.00	6.25@ 7.75
Medium	4.50@ 7.00	5.25@ 7.50	4.50@ 6.75	4.50@ 6.50	4.50@ 6.50
Common	3.00@ 4.50	3.25@ 5.25	3.00@ 4.50	3.00@ 4.25	3.25@ 4.50

COWS:

Choice	5.25@ 6.00	5.25@ 6.00	4.75@ 6.00	4.50@ 5.00	4.75@ 5.75
Good	4.50@ 5.25	4.50@ 5.25	4.00@ 4.75	3.50@ 4.50	3.75@ 4.75
Com-med.	3.40@ 4.50	3.25@ 4.50	3.00@ 4.00	2.75@ 3.50	2.75@ 3.75
Low cutter and cutter.	2.00@ 3.50	1.50@ 3.25	1.75@ 3.00	1.25@ 2.75	1.50@ 2.75

BULLS (YRIS. EX. BEEF):

Gd.-ch.	4.50@ 5.50	3.75@ 4.50	3.25@ 4.50	3.50@ 4.00	3.75@ 4.25
Cut-med.	3.50@ 4.75	2.50@ 4.00	2.50@ 3.75	2.00@ 3.50	2.50@ 4.00

VEALERS (MILK-FED):

Gd.-ch.	7.50@ 9.00	7.75@ 9.25	6.50@ 8.50	6.50@ 8.50	6.50@ 9.00
Med.-ch.	6.50@ 7.50	5.25@ 7.75	5.00@ 8.50	4.50@ 8.50	4.50@ 8.50
Cut-com.	4.50@ 6.50	2.75@ 5.25	2.50@ 5.00	3.00@ 4.50	2.50@ 4.50

CALVES (250-500 LBS.):

Gd.-ch.	5.00@ 7.00	5.50@ 8.50	5.00@ 6.50	4.50@ 7.00	4.00@ 5.00
Com-med.	3.00@ 5.00	3.00@ 5.50	2.50@ 5.00	3.00@ 4.50	2.00@ 4.00

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down) - Gd.-ch.	6.25@ 7.65	6.25@ 7.25	6.00@ 6.85	6.00@ 7.00	6.00@ 7.00
Medium	5.00@ 6.25	4.75@ 6.25	5.25@ 6.00	4.75@ 6.00	5.00@ 6.00
(All weights) - Common	3.75@ 5.00	3.00@ 4.75	3.75@ 5.25	3.50@ 4.75	3.50@ 5.00

YEARLING WETHERS:

(90-110 lbs.) - Med.-ch.	3.75@ 6.00	3.00@ 5.25	3.00@ 5.25	3.50@ 5.00	2.75@ 5.25
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RWES:

(90-120 lbs.) - Med.-ch.	1.50@ 2.50	1.25@ 2.25	1.50@ 2.25	1.25@ 2.25	1.25@ 2.00
(120-150 lbs.) - Med.-ch.	1.00@ 2.25	1.00@ 2.00	1.25@ 2.00	1.00@ 2.00	1.00@ 1.75
(All weights) - Cut-com.	.50@ 1.50	.50@ 1.25	.50@ 1.50	.50@ 1.25	.50@ 1.25

THE WEEK IN HOG FUTURES.

Transactions in the hog futures market are reported by the Chicago Livestock Exchange for the week ended October 2, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Oct. 2, 1931.	Since March 1, 1930.
Pounds sold	66,000	23,345,500
Hogs sold	310	99,040
Contracts sold	4	1,369
Hogs delivered	131	24,612
Pounds delivered	36,950	5,909,920
Av. wt. hogs delivered		282

Active quotations on future contracts for the week ended October 2, 1931:

	Light.*	Med.	Heavy.	Un-even.
SATURDAY, SEPTEMBER 26, 1931.				
NO TRANSACTIONS.				
MONDAY, SEPTEMBER 28, 1931.				
Sept. 28	\$ 5.75			
SEPTEMBER 29-30, 1931.				
NO TRANSACTIONS.				
THURSDAY, OCTOBER 1, 1931.				
Dec. 1	\$ 4.60			
FRIDAY, OCTOBER 2, 1931.				
NO TRANSACTIONS.				

*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210

lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 260 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

U. S. INSPECTED HOG KILL.

At nine centers during week ended Friday, September 25, 1931:

	Week ended Sept. 25.	Prev. week.	Cor. week.
Chicago	100,490	89,719	112,779
Kansas City, Kan.	29,178	14,851	38,631
Omaha	27,457	33,515	23,550
*East St. Louis	41,241	45,562	43,371
St. Paul	15,550	26,026	15,927
St. Joseph	48,380	34,224	46,131
Indianapolis	10,928	17,922	16,035
New York and J. C.	13,195	13,838	14,018
Total	30,614	39,972	25,476

*Includes St. Louis, Mo.

HOG BREEDING IN LATVIA.

In order to encourage hog raising in Latvia, the Latvian government is offering premiums to breeders of hogs of certain specified types, according to a report to the U. S. Department of Commerce.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended September 26, 1931, with comparisons:

	Week ended Sept. 26.	Prev. week.	Cor. week.
CATTLE			
Chicago	31,640	36,023	20,044
Kansas City	16,523	14,685	20,816
Omaha	16,048	16,862	18,584
St. Louis	9,875	8,824	12,020
St. Joseph	5,919	5,622	7,166
St. Paul	7,400	6,170	8,115
Wichita	1,741	2,470	2,559
Fort Worth	1,561	1,063	1,359
Philadelphia	1,521	1,211	1,332
Indianapolis	7,494	8,887	5,988
New York & Jersey City	3,633	3,535	6,876
Cincinnati	3,967	3,589	3,714
Denver	3,430	2,278	2,315
Total	110,491	116,445	110,888

	Week ended Sept. 26.	Prev. week.	Cor. week.
HOGS			
Chicago	103,073	90,075	112,779
Kansas City	12,452	12,775	19,754
Omaha	26,711	28,050	22,907
St. Louis	26,353	27,925	24,814
St. Joseph	10,117	13,368	16,021
St. Paul	15,415	15,100	15,597
Wichita	8,317	7,384	6,337
Fort Worth	2,069	2,069	2,069
Philadelphia	14,088	13,680	13,436
Indianapolis	12,313	12,929	11,963
New York & Jersey City	46,265	40,937	40,111
Oklahoma City	4,411	4,156	4,654
Cincinnati	16,235	13,164	16,395
Denver	6,922	4,518	5,302
Total	301,272	286,189	310,070

	Week ended Sept. 26.	Prev. week.	Cor. week.
SHEEP			
Chicago	87,371	84,428	69,212
Kansas City	36,001	28,470	42,998
Omaha	33,790	49,987	54,887
St. Louis	5,982	9,027	8,370
St. Joseph	15,635	22,231	24,601
St. Paul	1,400	9,410	14,998
Wichita	648	832	817
Fort Worth	8,756	7,223	5,288
Philadelphia	1,531	1,861	1,095
Indianapolis	77,427	77,001	60,328
New York & Jersey City	4,903	1,505	562
Oklahoma City	3,229	2,980	3,879
Cincinnati	10,908	8,790	6,237
Denver			
Total	292,020	309,839	302,981

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended September 25, 1931, with comparisons, reported by Dominion Live Stock Branch:

BUTCHER STEERS.

	Up to 1,000 lbs.	Week ended Sept. 25.	Prev. week.	Same week. 1930.
Toronto	\$ 6.50	\$ 6.75	\$ 7.50	
Montreal	6.00	5.75	7.75	
Winnipeg	5.75	6.00	6.25	
Calgary	4.50	5.00	5.50	
Edmonton	4.75	5.00	6.00	
Prince Albert	4.00	4.50	6.00	
Moose Jaw	5.00	5.00	5.00	
Saskatoon	4.00	5.25	6.50	

VEAL CALVES.

	Week ended Sept. 25.	Prev. week.	Same week. 1930.
Toronto	\$10.25	\$10.00	\$13.50
Montreal	8.00	8.00	10.00
Winnipeg	7.00	7.00	9.00
Calgary	5.00	5.50	7.00
Edmonton	6.50	6.50	9.00
Prince Albert	4.25	4.25	...
Moose Jaw	5.50	5.25	8.00
Saskatoon	4.50	5.00	8.50

SELECT BACON HOGS.

	Week ended Sept. 25.	Prev. week.	Same week. 1930.
Toronto	\$ 6.35	\$ 7.00	\$12.75
Montreal	6.50	7.00	12.75
Winnipeg	5.50	6.25	12.00
Calgary	5.50	6.10	11.85
Edmonton	4.85	5.50	11.50
Prince Albert	5.00	5.75	11.50
Moose Jaw	5.20	5.80	11.70
Saskatoon	5.20	6.20	11.20

GOOD LAMBS.

	Week ended Sept. 25.	Prev. week.	Same week. 1930.
Toronto	\$ 7.50	\$ 7.00	\$ 8.50
Montreal	6.25	7.00	7.50
Winnipeg	5.75	6.00	7.00
Calgary	5.35	5.00	6.50
Edmonton	5.50	5.50	7.00
Prince Albert	4.50	4.50	6.50
Moose Jaw	5.00	5.00	6.50
Saskatoon	4.50	5.00	6.25

PACKERS' MARKET PLACE.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 26, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	200	4,000	3,000
Kansas City	200	600	100
Omaha	50	2,700	2,800
St. Louis	250	2,500	500
St. Joseph	50	1,500	1,500
Sioux City	300	1,500	2,000
St. Paul	4,200	1,800	11,000
Oklahoma City	100	300	100
Fort Worth	250	200	300
Milwaukee	100	100	300
Denver	100	100	300
Louisville	200	400	100
Wichita	400	600	100
Indianapolis	100	2,000	200
Pittsburgh	100	1,000	300
Cincinnati	100	100	300
Buffalo	100	900	100
Cleveland	100	600	100
Nashville	100	300	100

MONDAY, SEPTEMBER 28, 1931.

Chicago	23,000	36,000	25,000
Kansas City	20,000	6,500	12,000
Omaha	18,000	12,500	20,000
St. Louis	5,500	1,500	1,500
St. Joseph	3,200	6,500	4,700
Sioux City	10,000	8,000	1,800
St. Paul	9,300	15,000	17,000
Oklahoma City	900	800	500
Fort Worth	3,000	800	4,000
Milwaukee	300	1,800	500
Denver	5,800	2,400	38,000
Louisville	1,000	900	800
Wichita	1,900	2,100	300
Indianapolis	300	7,000	1,500
Pittsburgh	900	3,200	4,500
Cincinnati	1,900	3,300	600
Buffalo	1,300	6,000	6,000
Cleveland	600	3,200	2,300
Nashville	1,200	200	100

TUESDAY, SEPTEMBER 29, 1931.

Chicago	7,000	23,000	22,000
Kansas City	10,000	4,500	12,000
Omaha	9,500	8,500	19,000
St. Louis	5,000	12,000	2,500
St. Joseph	2,700	5,000	4,500
Sioux City	2,500	8,000	3,500
St. Paul	1,300	15,000	3,500
Oklahoma City	800	700	300
Fort Worth	2,500	300	300
Milwaukee	700	5,000	400
Denver	600	900	17,000
Louisville	200	700	400
Wichita	800	1,500	300
Indianapolis	1,400	8,000	2,500
Pittsburgh	100	1,000	800
Cincinnati	200	1,900	1,800
Buffalo	100	1,100	100
Cleveland	3,900	1,700	1,700
Nashville	100	200	100

WEDNESDAY, SEPTEMBER 30, 1931.

Chicago	10,000	22,000	28,000
Kansas City	6,500	4,000	16,000
Omaha	7,000	8,500	19,000
St. Louis	4,000	8,500	2,000
St. Joseph	1,700	3,500	7,000
Sioux City	3,000	6,000	6,000
St. Paul	1,800	5,000	4,000
Oklahoma City	800	800	300
Fort Worth	1,700	500	1,500
Milwaukee	700	4,000	500
Denver	800	600	12,000
Louisville	200	400	100
Wichita	500	600	300
Indianapolis	500	6,000	1,500
Pittsburgh	100	2,500	1,800
Cincinnati	500	1,800	1,800
Buffalo	300	2,700	1,600
Cleveland	1,800	2,200	2,200
Nashville	300	1,000	200

THURSDAY, OCTOBER 1, 1931.

Chicago	6,000	24,000	27,000
Kansas City	2,700	3,000	12,000
Omaha	1,800	5,000	19,000
St. Louis	3,300	8,000	2,500
St. Joseph	1,400	3,500	4,500
Sioux City	1,500	5,000	5,500
St. Paul	2,800	10,500	5,500
Oklahoma City	900	600	300
Fort Worth	1,300	500	600
Milwaukee	700	4,000	500
Denver	800	2,000	30,000
Louisville	200	600	300
Wichita	200	700	100
Indianapolis	500	6,000	2,000
Pittsburgh	500	1,600	1,500
Cincinnati	600	2,000	1,900
Buffalo	200	1,800	1,000
Cleveland	400	1,600	2,200
Nashville	200	100	100

FRIDAY, OCTOBER 2, 1931.

Chicago	2,000	17,000	22,000
Kansas City	1,000	2,500	5,000
Omaha	11,000	8,000	14,000
St. Louis	700	6,000	1,000
St. Joseph	900	2,500	3,000
Sioux City	1,000	6,000	8,000
St. Paul	3,700	12,000	4,000
Oklahoma City	900	600	300
Fort Worth	1,400	300	800
Milwaukee	200	1,800	100
Denver	300	1,000	13,000
Louisville	200	500	300
Wichita	200	1,100	100
Indianapolis	300	7,000	1,800

Pittsburgh	2,100	1,500
Cincinnati	900	3,400
Buffalo	100	1,900
Cleveland	300	2,300

SEPTEMBER MEAT TRADE.

An improved demand for beef of good quality and a slightly better demand for pork products were features of the meat trade during the month just closed, according to the Institute of American Meat Packers.

All pork products are wholesaling at prices much lower than those prevailing a year ago. Some of the declines in prices at wholesale which have occurred in the past year are as follows: bacon, from 29 to 35 per cent., according to weight; ham, from 23 to 29 per cent; dry salt clear bellies, 47 per cent; fresh hams, 40 per cent; and shoulders 41 per cent. Hog prices declined substantially during the period. The export trade improved very slightly over that of the month of August.

There was a fair volume of trade in wool, with little change in price. There was a fair demand for pickled skins at weaker prices.

BRITISH BACON IMPORTS.

Imports of bacon and lard into the United Kingdom during August, 1931, are reported to the U. S. Department of Commerce. Bacon: from the United States, 1,568,000 lbs.; from Denmark, 68,208,000 lbs.; Sweden, 6,720,000 lbs.; Holland, 12,544,000 lbs.; Free State, 3,584,000 lbs.; from others, 14,112,000 lbs. Lard: from the United States, 19,040,000 lbs.; from others, 5,936,000 lbs. Fresh pork: from the Free State, 1,568,000.

CANADIAN HOG SLAUGHTER UP.

Canadian hog slaughter for July, 1931, amounted to 148,255, compared with 127,031 head slaughtered during the corresponding month of 1930, according to a report to the U. S. Department of Commerce. The total for the first seven months of 1931 was 1,123,298 head, compared with 1,164,751 head for the same 1930 period. Average weight of hogs slaughtered in July, 1931, was 213 lbs.

Watch the Wanted page for bargains in equipment.

Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 2-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me copy of directions for take-off and curing of hides and skins.

Name
Street
City

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended Sept. 26, 1931, were 3,296,000 lbs.; previous week, 3,686,000 lbs.; same week last year 3,287,000 lbs.; from January 1 to September 26 this year, 156,576,000 lbs.; same period a year ago, 139,620,000 lbs.

Shipments of hides from Chicago for the week ended Sept. 26, 1931, were 2,777,000 lbs.; previous week, 3,379,000 lbs.; same week last year, 4,487,000 lbs.; from January 1 to September 26 this year, 140,732,000 lbs.; same period a year ago, 123,907,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended September 26, 1931:

Week ending	New York.	Boston.	Phila.
Sept. 26, 1931.....	34,934	.....	89
Sept. 19, 1931.....	8,100	.....	3,865
Sept. 12, 1931.....	30,908	.....	.....
Sept. 5, 1931.....	23,906	857	19,965
To date, 1931.....	712,983	86,846	271,891
Sept. 27, 1930.....	38,175	.....	.....
Sept. 20, 1930.....	6,346	.....	300
To date, 1930.....	1,274,242	662,008	445,862

TANNERS' AUGUST HIDE STOCKS.

Stocks of raw hides and skins held by tanners on August 31, 1931:

	Aug. 31, 1931.	July 31, 1931.
Cattle, total, hides	1,462,009	1,468,374
Green salted:		
Steers, hides	467,180	460,000
Cows, hides	561,520	585,023
Bulls, hides	33,024	30,716
Unclassified, hides	334,622	466,371
Dry or dry salted, hides	35,647	27,884
Calif. skins	1,839,286	1,875,980
Kip, skins	216,658	240,116
Sheep and lamb, skins	9,472,623	9,625,256
Goat and kid, skins	10,964,680	10,900,680
Cabretta, skins	930,440	930,440

¹Preliminary figures. ²Final figures.

AUGUST SHEEPSKIN STOCKS.

Stocks of sheep, lamb and cabretta skins for August, 1931, with comparisons:

	August, 1931.	July, 1931.	August, 1930.
RAW STOCKS AT END OF MONTH.			
Sheep and lamb.....	9,472,623	9,625,256	9,290,680
Cabretta	930,440	969,506	1,421,861

	August, 1931.	July, 1931.	August, 1930.
IN PROCESS END OF MONTH.			
Sheep and lamb, total	5,096,530	5,139,451	4,790,962
Cabretta, total	405,576	377,576	423,864

	August, 1931.	July, 1931.	August, 1930.
PRODUCTION DURING MONTH.			
Sheep and lamb, total	2,892,901	2,700,177	2,172,060
Cabretta, total	246,146	245,597	261,265

MORE HOGS IN GERMANY.

Hog numbers in Germany showed a further increase on September 1, 1931, according to cabled reports to the U. S. Department of Agriculture. The figures are for Prussia, where almost 70 per cent of Germany's hog population is found. However, a 35 per cent reduction in brood sows under one year is reported. The number of hogs in Prussia on September 1, 1931, was estimated at 17,328,000, an increase of 9 per cent over the estimate for same date of 1930. Sows over one year increased 15 per cent to 1,155,000. The total number of hogs in Germany in September, 1930, was 25,414,000, an increase of 19 per cent over the number reported on September 2, 1929. On June 1, 1931, total numbers were placed at 22,528,000.

Hide and Skin Markets

Chicago.

PACKER HIDES—Trading in the packer hide market this week was confined to one description, branded cows, which are now reported sold up into kill by most packers. Total of 35,000 branded cows moved in the Chicago market at 6½c, steady with last week, and about 10,000 more were sold by local small packer association and several outside independent packers.

Buyers have been bidding a half-cent below last week's trading prices on other descriptions, but such bids have been ignored by packers so far, in view of their ability to move branded cows at steady prices, these being the most plentiful description at this season of the year.

The good movement of previous week helped to clear up the situation in the hide market and both hide and leather markets appear to be on a firm foundation at these levels. Shoe production continues at a high level for medium and low priced grades, and the recent weakness in raw material markets is generally attributed to the bad foreign financial situation, with the course of any recovery dependent upon further developments abroad.

Native steers sold previous week at 8c, and extreme native steers at 7c.

Butt branded steers sold at the same time at 8c, and Colorados at 7½c. Last sales of heavy Texas steers were at 8c, light Texas steers at 7c, and extreme light Texas steers at 6½c.

Heavy native cows moved previous week at 7c, and light native cows at 7c also, although various re-sale lots of winter and spring take-off sold at lower prices. All Chicago packers sold a total of 35,000 branded cows this week at 6½c, steady with previous week, these dating mostly September into October; couple outside independent packers also sold about 6,000 same basis.

Last trading in native bulls was at 4½c in a good way; branded bulls last sold at 4c for northerns and 4½c for southerns.

One favorable development in the market was the recent sharp reduction in stocks of certificated hides held on the Hide Exchange. Stocks of close to a quarter-million hides at the beginning of September have been reduced to about 77,000 hides at present, relieving the primary market of one depressing factor.

FOREIGN WET SALTED HIDES—There was a moderate trade in the South American market this week, with a slight recovery in prices. Last trading was a pack of Rosario steers at \$29.50, equal to 8½c, c.i.f. New York, as against \$28.50 or 8c paid last week; on Uruguay hides, a pack of Artigas sold at \$34.50, equal to 9½c, c.i.f. New York, as against \$30.62½ or 8-9/16c last week.

SMALL PACKER HIDES—Several small lots of August and September small packer all-weights still being held and market quoted nominally about 7c for native all-weights. Various re-sale lots of outside small packer stocks are reported available at 6½c for native all-weights and 6c for branded.

Local small packer association sold 4,000 October branded cows this week at 6½c, steady price.

Last trading in Pacific Coast market,

previous week, was 10,000 August hides at 6c for steers and 5c for cows, flat, f.o.b. shipping point.

COUNTRY HIDES—Trading in the country market has been very slow. Dealers have been unable to secure hides at interior points at prices low enough to enable them to sell country selections at the prices obtainable. However, at these levels country hides are priced close to big packer selections, although there is a demand for country stocks at these prices. All-weights quoted 5@5½c, selected, delivered, with inside price usually bid. Heavy steers and cows easy at 5c, selected. Buff weights quoted nominally at 5½c. Extremes quoted at 6½@7c, nom., for 25/45 lb. Bulls around 3½c, flat. All-weight branded not over 4½c, flat, less Chicago freight.

CALFSKINS—Packer calfskins are generally quoted nominally around 10c for northerns. One packer sold some calfskins dating back to early summer on private terms.

Chicago city calfskins are offered at 8c for 8/10 lb., and 10c for 10/15 lb., with buyers' ideas a half-cent less. Outside cities, 8/15 lb., about 8½@9c, nom.; mixed cities and countries around 8c, nom., and straight countries down to about 7c.

KIPSKINS—One packer sold small quantity September kipskins at close of last week at 9c for northern natives, 8c for over-weights and 7c for branded; another packer moved a larger quantity of September kips on private terms, while a third packer is credited with booking September kips.

Chicago city kipskins are quoted nominally 8@8½c, with top price last paid. Outside cities quoted around 8c; mixed cities and countries about 7½c, and straight countries down to 6½c.

HORSEHIDES—Horsehides continue slow. Good city renderers offered at \$2.50@3.00, and mixed city and country lots at \$1.75@2.50, with countries quoted down to around \$1.50.

SHEEPSKINS—Dry pelts easier and quoted around 9c, nom., for full wools. Production of packer shearlings very light now, with last sales of No. 1's at 55@60c, No. 2's at 20@25c. The wool market has declined about 3c in the past two weeks, and the effect has been felt in the market on skins and pelts. Demand for pickled skins very light and some packers reporting last sales at \$2.25 per doz. at Chicago, for straight run, with buyers' ideas lower at present; however, some packers report they are well sold up. Last sales in the New York market reported at \$3.00 per doz., for better grade skins. Small packer lamb pelts quoted around 45c.

PIGSKINS—No. 1 pigskin strips for tanning quoted 4@5c per lb. Fresh frozen gelatine scraps quoted 2½c, Chicago, recently paid for prompt and future.

New York.

PACKER HIDES—One packer moved September branded steers at the end of last week quietly, presumably at prices in line with the Chicago market; other packers still holding September branded hides, but all September native steers were sold earlier.

CALFSKINS—Calfskin market about unchanged from previous week. The 5-7's are quoted 80@90c, as to cities

and packers; 7-9 cities last sold at \$1.00, with packers' quoted around \$1.10, nom.; 9-12 cities quoted \$1.50 nom., with \$1.60 last paid for packers. About 12,000 city butcher 7-9's sold at \$1.00. Veal kips, 12/17 lb., quoted \$1.60, nom.

New York Hide Exchange Futures.

Saturday, September 26, 1931—Close: Oct. 5.90n; Nov. 6.15n; Dec. 6.40@6.50; Jan. 6.65n; Feb. 6.95n; Mar. 7.25@7.40; Apr. 7.55n; May 7.85n; June 8.15@8.25; July 8.35n; Aug. 8.55n. Sales 1 lot.

Monday, September 28, 1931—Close: Oct. 5.60n; Nov. 5.85n; Dec. 6.10 sale; Jan. 6.35n; Feb. 6.60n; Mar. 6.90@6.95; Apr. 7.25n; May 7.55n; June 7.85@7.90; July 8.05n; Aug. 8.25n. Sales 33 lots.

Tuesday, September 29, 1931—Close: Oct. 5.40n; Nov. 5.65n; Dec. 5.90@5.95; Jan. 6.15n; Feb. 6.40n; Mar. 6.67@6.70; Apr. 7.00n; May 7.30n; June 7.60 sale; July 7.80n; Aug. 8.00n. Sales 38 lots.

Wednesday, September 30, 1931—Close: Oct. 5.50n; Nov. 5.75n; Dec. 6.00 sale; Jan. 6.25n; Feb. 6.45n; Mar. 6.65@6.75; Apr. 7.00n; May 7.30n; June 7.65@7.70; July 7.85n; Aug. 8.05n. Sales 42 lots.

Thursday, October 1, 1931—Close: Oct. 5.40n; Nov. 5.65n; Dec. 5.90b; Jan. 6.20n; Feb. 6.45n; Mar. 6.70@6.80; Apr. 7.00n; May 7.30n; June 7.60@7.70; July 7.80n; Aug. 8.00n; Sept. 8.40@8.50. Sales 27 lots.

Friday, October 2, 1931—Close: Oct. 5.45n; Nov. 5.70n; Dec. 5.95@6.00; Jan. 6.20n; Feb. 6.45n; Mar. 6.70@6.80; Apr. 7.00n; May 7.30n; June 7.65@7.70 sales; July 7.85n; Aug. 8.10n; Sept. 8.40@8.45. Sales 29 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Oct. 2, 1931, with comparisons, are reported as follows:

SPR. NAT.	PACKER HIDES.		Cor. week, 1930.
	Week ended Oct. 2, 1931.	Prev. week.	
Spr. nat.	9 @ 9½n	9 @ 9½n	15½@16n
Hvy. nat.	8 @ 8	8 @ 8	14
Hvy. Tex.	8 @ 8	8 @ 8	14
Hvy. butt brand'd	8 @ 8	8 @ 8	14
Hvy. Col.	7½ @ 7½	7½ @ 7½	13½
Ex-light Tex.	6½ @ 6½	6½ @ 6½	10½
Brnd'd cows	6½ @ 6½	6½ @ 6½	10½
Hvy. nat. cows	7 @ 7	7 @ 7	11
Lt. nat. cows	4½ @ 4½	4½ @ 4½	7½
Nat. bulls	4 @ 4	4 @ 4	6½
Brnd'd bulls	4 @ 4	4 @ 4	6½
Calfskins	10n @ 10n	10n @ 10n	20
Kips, nat.	9 @ 9	9 @ 9	18
Kips, ov-wt.	8 @ 8	8 @ 8	14½
Kips, brand'd	7 @ 7	7 @ 7	14
Slunks, reg.	50n @ 50n	50n @ 50n	1.15@1.10
Slunks, hris.	25n @ 25n	25n @ 25n	30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.		
Nat. all-wts.	7n @ 7n	11
Branded	6½n @ 6½n	10½
Nat. bulls	4½n @ 4½n	7½
Brnd'd bulls	4n @ 4n	6½
Calfskins	9n @ 9n	17½
Kips, reg.	8½ax @ 8½ax	18½
Slunks, reg.	50ax @ 50n	1.00@1.10
Slunks, hris.	20ax @ 25n	20n

COUNTRY HIDES.		
Hvy. steers	5n @ 5n	5½ @ 5½
Hvy. cows	5n @ 5n	5½ @ 5½
Butts	5½n @ 5½n	6n @ 6n
Extremes	6½ @ 7n	7n @ 7n
Bulls	3½ax @ 4ax	5 @ 5½
Calfskins	7n @ 7n	12½ @ 13
Kips	8½n @ 7n	11½ @ 12
Light calf.	25 @ 35	25 @ 35
Deacons	25 @ 35	25 @ 35
Slunks, reg.	20 @ 30n	20 @ 30
Slunks, hris.	5 @ 10n	5 @ 10n
Horsehides	1.50 @ 3.00	1.50 @ 3.00

SHEEPSKINS.		
Pkr. lambs	45 @ 50	55
Sm. pkr.	45 @ 50	55
Pkr. shearings	45 @ 50	55
Dry pelts	9 @ 9½	10 @ 11

Chicago Section

Louis W. Kahn, president, E. Kahn's Sons Co., Cincinnati, O., was in town during the week.

O. E. Jones, refinery department, Swift & Company, Chicago, was in New York during the week.

James G. Cownie, export manager, Dold Packing Co., Buffalo, N. Y., transacted business in town this week.

John Jones, of the provision sales department, Geo. A. Hormel & Co., Austin, Minn., was in town during the week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 22,177 cattle, 5,774 calves, 34,455 hogs and 50,170 sheep.

Robert S. Sinclair, president, John R. Kingham, chairman of the board, and D. W. Allerdice, of Kingan & Co., Indianapolis, Ind., spent some time in Chicago this week.

Newly-elected members of the Chicago Board of Trade are Melvin A. Traylor, president of the First National Bank, and Frank M. Conley of Frankfort, Ind., a brother of J. Page Conley, also a Board of Trade member.

Friends of Irvin A. Busse, president of the Packers' Commission Co., learned with regret of the passing of his mother, Mrs. Arthur A. Busse, at the Billings Memorial hospital in Chicago on October 1 after a lingering illness.

Friends of President Herman A. Amberg, of the C. A. Durr Packing Co., Utica, N. Y., are glad to learn that both Mr. and Mrs. Amberg have recovered from injuries received in a motor car accident on the occasion of a recent visit to New York City.

Provision shipments from Chicago for the week ended Sept. 25, 1931, with comparisons, were as follows:

	5 days Sept. 25.	Previous week.	Cor. week, '30.
Cured meats, lbs.	15,166,000	15,602,000	13,366,000
Fresh meats, lbs.	42,194,000	43,397,000	46,628,000
Lard, lbs.	8,608,000	7,893,000	8,595,000

M. H. Stimson, general manager, and C. W. Willits, chief engineer of Mitts & Merrill, Saginaw, Mich., manufacturers of grinding equipment, were in Chicago during the week, and called at the offices of THE NATIONAL PROVISIONER. They make and sell the famous M. & M. "hog" for rendering plants.

W. H. T. Foster, of Sioux Falls, S. D., vice-president of John Morrell & Co., has been appointed by President Hoover to serve on the national advisory committee of the organization set up to cooperate with existing agencies in relief of unemployment this winter. Mr. Foster was informed of his appointment in a telegram from the President, asking him to serve on the committee under the direction of Walter S. Gifford, president of the American Telephone & Telegraph Co.

CUDAHY NAMES COTTON AGENTS.

Two firms have been appointed by the Cudahy Packing Company to act as its agents in the purchase of Southern cotton. They are Cook & Co., Memphis, Tenn., and Williamson & Inman, Inc., Atlanta, Ga. This action follows the recently announced intention of the company to invest an amount equal to ten per cent of its sales in southern territory between Sept. 1 and Dec. 1 in cotton, "as a means of creating a cash market for a substantial quantity of this year's crop." "Our policy of buying cotton to help relieve the present situation with reference to the South's principal crop is meeting most favorable response among our Southern friends," said president E. A. Cudahy, jr.

PLANT VISITORS.

The visitors went through the Plant To see the ways of handling meat; Were guided by the Office Boy, Loquacious, bold and indiscreet.

He took them to the Smoked Meat room To see the Bacon and the Ham; When asked from whence those products come Produced a "hog-cut" diagram.

They asked about the various brands, The merits on which each is sold; He said, "They're what the trade demands, Are mostly good, unless too old!"

They went to see the rails of Beef, Well dressed and spaced, as on display; They all were pleased beyond belief But waited, what their guide would say.

"This rail is Heifers, all corn-fed, For years and years they grazed the range;

Raised many Calves all thoro-bred, Were fed on beet-tops"—passing strange!

"This rail is Cows, they're more mature, Have seen the ups and downs of life; The Heifer's mothers, to be sure, Before they felt the butcher's knife."

"This lot is Steers, the best of beef, The highest standard of protein, When asked "What is a Steer, in brief?" Replied, "Not what he might have been!"

"Now these are Veal, or rather Calves, You see they still retain their skin. Unlike the Beef, they're not in halves, Are much the same they've always been."

Then to the Curing Room they went, They looked askance upon the vats. He said "Our curing condiment Preserves alike the leaps and fats."

"Our cure is of the present day, Is sponsored by our Cellar Boss; Some times a profit comes our way, But often we must take a loss!"

The Lard Department, next in line, Was visited and scrutinized; The lad proclaimed that "From the swine We get a Lard that's highly prized."

He named a list of substitutes That often take the place of Lard; Their vaunted merits he disputes, In language both profound and hard.

The "Wurst" emporium then was scanned, With all its vast array of meat. With Sausages of every brand, With loaves nutritious, all complete.

He led them to the Abattoir To see the butchers do their stuff, Exhausted all his killing lore— But what he said was quite enough!

Then to the gate he led the way, Was quite verbose with witty quips. They lauded all he had to say, And thanked him with substantial tips.
—JOHN ARNOLD BUTLER.
Denver, Colo.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, Oct. 1, 1931, or nearest previous date, with number of shares dealt in during week, and closing prices on Sept. 24, 1931, or nearest previous date:

	Sales. Week ended Oct. 1.	High. —Oct. 1.—	Low.	—Close— Oct. 1.	Sept. 24.
Amal. Leather...	.....	.....	.....	.....	15
Do. Pfd. ....	.....	.....	.....	.....	11
Amer. H. & L. 3,160	2%	2%	2%	2%	2%
Do Pfd.	500	15	15	15	15
Amer. Stores... 2,500	37%	37%	37%	37%	37%
Armour A 10,750	1%	1%	1%	1%	1%
Do. B. 6,450	.....	.....	.....	.....	.....
Do. Ill. Pfd. 1,100	7	7	7	7	7
Do. Del. Pfd. 1,900	26	25	25	25	25
Barnett Leather .....	.....	.....	.....	.....	.....
Beechunt Pack. ....	.....	.....	.....	.....	.....
Bohnack, H. C. 100	60	60	60	60	60
Do. Pfd. ....	.....	.....	.....	.....	.....
Brennan Pack. ....	.....	.....	.....	.....	.....
Do. Pfd. ....	.....	.....	.....	.....	.....
Chick C. Oil... 600	.....	.....	.....	.....	.....
Childs Co. 4,700	10%	10	10	10	10
Cudahy Pack. 1,700	36	36	36	36	36
First Nat. Stra. 7,300	46%	44	44	44	44
Gen. Foods ... 70,600	37%	34	35	35	35
Gobel Co. 1,600	4%	4	4	4	4
Gr. A. & P. 1st Pfd. 340	120	119	119	119	119
Do. New 610	175	175	175	175	175
Hormel, G. A. 150	20	20	20	20	20
Hygrade Food... 400	3	3	3	3	3
Kroger G. & B. 49,600	20%	19	19	19	19
Libby McNeill... 4,250	7%	7%	7%	7%	7%
McMarr Stores. 500	9	9	9	9	9
Mayer, Oscar. ....	.....	.....	.....	.....	.....
Mickelberry Co. 700	7	5%	7	7	7
M. & H. Pfd. 100	10	10	10	10	10
Morrell & Co. 1,300	34	33	33	33	33
Nat. Pfd. P. A. ....	.....	.....	.....	.....	.....
Do. B. 1,200	.....	.....	.....	.....	.....
Nat. Leather... 500	3%	3%	3%	3%	3%
Nat. Tea 6,100	10	9%	9%	9%	9%
Proc. & Gamble 56,200	41%	40	40%	40%	40%
Do. Pr. Pfd. 1,030	110%	110	110	110	110
Rath Pack. 4,350	14%	14%	14%	14%	14%
Safeway Strs. 23,500	49%	43%	43%	43%	43%
Do. 6% Pfd. 170	86	85	85	85	85
Do. 7% Pfd. 1,050	99	95	95	95	95
Stahl Meyer 25	25	25	25	25	25
Swift & Co. 16,100	31	30	30%	30	30
Do. Int. 16,100	31	30	30%	30	30
Trunz Pork ....	.....	.....	.....	.....	.....
U. S. Cold Stor. ....	.....	.....	.....	.....	.....
U. S. Leather... 3,400	3	3	3	3	3
Do. A. 3,000	5	4%	4%	4%	4%
Do. Pr. Pfd. 2,000	74%	73%	73%	73%	73%
Wesson Oil ... 3,700	13%	13	13%	13	13
Do. Pfd. 2,800	45%	45	45%	45	45
Do. 7% Pfd. ....	.....	.....	.....	.....	.....
Wilson & Co. 500	1	1	1	1	1
Do. A. 1,600	2%	2%	2%	2%	2%
Do. Pfd. 2,200	20	20	20	20	20

GERMAN HOG SLAUGHTER UP.

German hog slaughters this year were above the average for the period, according to a U. S. Department of Commerce report. They totaled 4,630,000 head for the second quarter of 1931, compared with 3,998,000 head for the corresponding period in 1930, and 3,809,000 in the same period of 1925. This is a 16 per cent increase over 1930, and a 21 per cent increase over 1925.

STOCKYARDS EXTRA DIVIDEND.

General Stockyards Corporation, Rochester, N. Y., has declared an extra dividend of 25 cents a share in addition to the regular quarterly dividend of 50 cents. The directors also voted the regular quarterly dividend of \$1.50 per share on the convertible preferred stock.

EXTRA AMERICAN CAN DIVIDEND.

Directors of the American Can Company authorized an extra dividend of \$1.00 a share on the common stock in addition to the regular quarterly dividend of that amount. A similar extra dividend was paid last year at this time.

F. C. ROGERS, INC.NINTH AND NOBLE STREETS
PHILADELPHIA**PROVISION
BROKER**Member of New York Produce Exchange
and Philadelphia Commercial ExchangeJOS. H. HEINEMAN
CHAS. E. HAMAN**HEINEMAN-HAMAN
INC.****PROVISION
BROKERS**402-10 W. 14TH STREET
New York City**MEAT INSPECTION CHANGES.**

Changes in the federal meat inspection service are reported officially as follows:

Inspection granted—Frank M. Firor, Inc., 571 Fifth ave., New York City; Havranek Bros., 196 Ashburton ave., Yonkers, N. Y.; Glasers' Provisions, 5036 South 26th st., Omaha, Neb.; Colonial Provision Co., Inc., 35 John st., Boston, Mass.

Meat inspection withdrawn—The Sunlight Creameries, Washington Court House, Ohio; Boneless Meat Co., 2871 Massachusetts ave., Cincinnati, O.; Ed. S. Vail Butterine Co., 4534 Gross ave., Chicago, Ill.; W. G. Wagner & Sons, Inc., 473 First ave., New York City; Hinckley Rendering Co., Melrose st., Somerville, Mass.; New Haven Rendering Co., New Haven, Conn.; Old Vir-

ginia Food Products Co., Tappahannock, Va.; Syracuse Rendering Co., Syracuse, N. Y.; T. H. Wheeler Co., 409 Commercial st., Boston, Mass.

Inspection extended—Hygrade Food Products Corp., Detroit, Mich., to include Sullivan Packing Co.

CALIFORNIA SLAUGHTERS UP.

Livestock slaughters in Los Angeles county, Calif., during August, 1931, were the largest for that month on record, and figures for the first eight months of 1931 show a gain over any other corresponding period to date. August slaughters at and near Los Angeles totaled 30,350 cattle, 13,365 calves, 57,309 hogs, and 94,027 sheep and lambs. For the first eight months of the year: Cattle, 231,196; calves,

98,934; hogs, 501,788; sheep and lambs, 707,968.

AUGUST CANNED MEAT EXPORTS.

Total canned meat exports from the United States during August, 1931, amounted to 1,202,439 lbs., valued at \$403,119, according to a U. S. Department of Commerce report. This compares with 1,370,129 lbs., valued at \$485,639 exported in August last year. Totals for the eight months ended August, 1931, were 10,798,156 lbs., valued at \$3,836,394, compared with 13,277,404 lbs., valued at \$4,691,099 for the corresponding period of 1930.

Watch "wanted" page for bargains in equipment.

**Quality and Flavor
Always Uniform**

Hickory Brand Salami is of the highest quality possible—and that high quality must always be the same with no variation. That's why Hickory Brand Salami gets the business. Your share of these profitable sales is waiting for you. Write for details today.

HICKORY
BRAND B/C SALAMI**J. S. HOFFMAN COMPANY**
Chicago New York**Standard 1500-lb.
Ham Curing Casks**Manufactured by
Bott Bros. Mfg. Co.
Warsaw, Illinois
Write for Prices and Delivery**NEW CURING VATS**Dozier Meat Crates
Packing Box Shooks**B. C. SHEAHAN CO.**

166 W. Jackson Blvd. Chicago

**PACKERS COMMISSION CO.**FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.
EXCLUSIVE PACKERS REPRESENTATIVES
PACKING HOUSE PRODUCTS
CHICAGOSPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
October 1, 1931.

REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10	11	14 1/4	15 1/4
10-12	10 1/4	13 1/4	14 1/4
12-14	10 1/4	12 1/4	13 1/4
14-16	10 1/4	12 1/4	13 1/4
10-16 range	10 1/4	.....	.....

BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18	10	12 1/4	13 1/4
18-20	9 1/4	12	12 1/4
20-22	9 1/4	11 1/4	12
16-22 range	10	.....	.....

SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12	13	14	15
12-14	12 1/4	13 1/4	14 1/4
14-16	11 1/4	12 1/4	13 1/4
16-18	10 1/4	11 1/4	12 1/4
18-20	9 1/4	10 1/4	11 1/4
20-22	8 1/4	9 1/4	10 1/4
22-24	7 1/4	8 1/4	9 1/4
24-26	7 1/4	8 1/4	9 1/4
26-30	7	8	9
30-35	6 1/4	8 1/4	9

PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6	8 1/4	10	10 1/4
6-8	8	9 1/4	9 1/4
8-10	7 1/4	8 1/4	8 1/4
10-12	6 1/4	7 1/4	7 1/4
12-14	6 1/4	7	7 1/4

BELLIES.

	Green.	Cured.
	Sq. Sdls.	S.P.
6-8	10 1/4	11 1/4
8-10	10 1/4	11 1/4
10-12	9 1/4	10 1/4
12-14	9 1/4	10 1/4
14-16	9 1/4	10 1/4
16-18	9 1/4	10 1/4

D. S. BELLIES.

	Clear. Standard.	Rib. Fancy.
14-16	8 1/4	9 1/4
16-18	8 1/4	9 1/4
18-20	7 1/4	8 1/4
20-22	7 1/4	8 1/4
22-24	7 1/4	8 1/4
24-26	7 1/4	8 1/4
26-30	7 1/4	8 1/4
30-35	7 1/4	8 1/4
35-40	7 1/4	8 1/4
40-50	7 1/4	8 1/4
50-60	7 1/4	8 1/4

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	7 1/4	7 1/4
10-12	7 1/4	7 1/4
12-14	7 1/4	7 1/4
14-16	7 1/4	7 1/4
16-18	7 1/4	7 1/4
18-20	7 1/4	7 1/4
20-25	8 1/4	8 1/4

OTHER D. S. MEATS.

Extra short clears	35-45	7 1/4n
Extra short ribs	35-45	7 1/4n
Regular plates	6-8	5 1/4
Clear plates	4-6	5 1/4
Jowl butts .....	.....	5 1/4
Green square jowls .....	.....	6 1/4
Green rough jowls .....	.....	5 1/4

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

SATURDAY, SEPTEMBER 26, 1931.

	Open.	High.	Low.	Close.
LARD:				
Sept. ...	6.75			6.75
Oct. ...	6.52 1/4	6.50	6.47 1/2	6.60
Dec. ...	5.75	5.80	5.70	5.80
Jan. ...	5.70			5.75
CLEAR BELLIES—				
Sept. ...	7.10			7.10
Oct. ...	6.60			6.60ax

MONDAY, SEPTEMBER 28, 1931.

	Open.	High.	Low.	Close.
LARD—				
Sept. ...	6.55-50	6.70	6.50	6.77 1/2b
Oct. ...	5.75	5.75	5.65	6.70b
Dec. ...	5.75	5.75	5.65	5.75
Jan. ...	5.67 1/2	5.70	5.57 1/2	5.70
CLEAR BELLIES—				
Sept. ...	7.25			7.25
Oct. ...	6.62 1/2			6.62 1/2

TUESDAY, SEPTEMBER 29, 1931.

	Open.	High.	Low.	Close.
LARD—				
Sept. ...	6.90			6.90b
Oct. ...	6.70	6.75	6.70	6.75b
Dec. ...	5.80-85	5.87 1/2	5.80	5.82 1/2-ax
Jan. ...	5.70	5.77 1/2	5.70	5.72 1/2b
CLEAR BELLIES—				
Sept. ...	7.25			7.25ax
Oct. ...	6.62 1/2			6.62 1/2n

WEDNESDAY, SEPTEMBER 30, 1931.

	Open.	High.	Low.	Close.
LARD—				
Sept. ...	6.90	7.00	6.90	7.00b
Oct. ...	6.80-82 1/2	6.85	6.80	6.85ax
Dec. ...	5.85	5.95	5.85	5.95
Jan. ...	5.80	5.82 1/2	5.80	5.82 1/2ax
CLEAR BELLIES—				
Sept. ...	7.25			7.25
Oct. ...	6.62 1/2			6.62 1/2n

THURSDAY, OCTOBER 1, 1931.

	Open.	High.	Low.	Close.
LARD—				
Oct. ...	6.82 1/2-77 1/2	6.92 1/2	6.77 1/2	6.92 1/2b
Dec. ...	5.95	6.00	5.95	6.00
Jan. ...	5.82 1/2	5.87 1/2	5.82 1/2	5.85b
CLEAR BELLIES—				
Oct. ...	7.20			7.20b

FRIDAY, OCTOBER 2, 1931.

	Open.	High.	Low.	Close.
LARD—				
Oct. ...	6.92 1/2	7.00	6.92 1/2	7.00
Dec. ...	6.10	6.12 1/2	6.10	6.12 1/2b
Jan. ...	5.97 1/2	6.07 1/2	5.95	6.07 1/2b
CLEAR BELLIES—				
Oct. ...	7.20			7.20

Key: ax, asked; b, bid; n, nominal; —, split.

ANIMAL OILS.

Prime edible lard oil	@ 10 1/4
Headlight burning oil	@ 7 1/2
Prime winter strained	@ 7
Extra winter strained	@ 7
Extra lard oil	@ 6 1/4
Extra No. 1	@ 6 1/4
No. 1 lard	@ 6 1/4
Acidless tallow oil	@ 5 1/2
20 D. O. T. neatsfoot	@ 13
Pure neatsfoot oil	@ 9
Special neatsfoot oil	@ 7
Extra neatsfoot oil	@ 6 1/2
No. 1 neatsfoot oil	@ 6 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.40 @ 1.42 1/2
Oak pork barrels, black iron hoops	1.47 1/2 @ 1.50
Ash pork barrels, galv. iron hoops	1.60 @ 1.62 1/2
White oak ham tierces	2.45 @ 2.47 1/2
Red oak lard tierces	1.87 1/2 @ 1.90
White oak lard tierces	2.12 1/2 @ 2.15

CHICAGO RETAIL MEATS

Beef.

	Week ended				
	Sept. 30, '31.		Cor. wk., 1930.		
	No. 1.	No. 2.	No. 1.	No. 2.	
Rib roast, hvy. end.	28	18	30	27	16
Rib roast, lt. end.	28	18	40	30	28
Chuck roast	20	12	25	21	14
Steaks, round	38	36	18	42	38
Steaks, sirlo. 1st cut.	30	20	40	35	30
Steaks, porterhouse	45	40	20	40	35
Steaks, flank	25	24	10	25	24
Beef stew, chuck.	15	14	10	24	30
Corn brackets,					
boneless	22	21	12	32	28
Corned plates	9	9	8	20	15
Corned ramps, bms.	22	15	25	22	11

Lamb.

	Good.	Comm.	Good.	Comm.
Hindquarters	22	10	26	15
Stews	10	8	15	10
Chops, shoulders	20	15	25	10
Chops, rib and loin	32	20	40	25

Mutton.

Legs	16	..	34	..
Stew	8	..	14	..
Shoulders	12	..	16	..
Chops, rib and loin	20	..	35	..

Pork.

Loins, 8@10 av.	@ 23	23	@ 24	24
Loins, 10@12 av.	@ 23	23	@ 24	24
Loins, 12@14 av.	@ 23	23	@ 24	24
Loins, 14 and over	@ 15	16	@ 16	16
Chops	@ 22	25	@ 23	23
Shoulders	@ 12	14	@ 13	13
Butts	@ 18	20	@ 21	21
Stew	@ 10	12	@ 11	11
Hocks	@ 10	10	@ 11	11
Leaf lard, raw	@ 9	..	@ 10	10

Veal.

Hindquarters	@ 24	24	@ 25	25
Forequarters	@ 12	14	@ 13	13
Legs	@ 25	28	@ 26	26
Breasts	@ 15	16	@ 16	16
Shoulders	@ 14	16	@ 15	15
Cutlets	@ 40	40	@ 40	40
Rib and loin chops	@ 88	88	@ 88	88

Butchers' Offal.

Suet	@ 1	1	@ 1	1
Shop fat	@ 3	3	@ 3	3
Bone, per 100 lbs.	@ 10	10	@ 10	10
Calf skins	@ 7	7	@ 7	7
Kips	@ 7	7	@ 7	7
Deacons	@ 7	7	@ 7	7

CURING MATERIALS.

Nitrate of soda, l. c. l. Chicago	10 1/4
Salt peter, 25 bbl. lots, f.o.b. N. Y.:	
Dbl. refined granulated	6 1/4
Small crystals	7 1/4
Medium crystals	7 1/4
Large crystals	8
Bbl. refd. gran. nitrate of soda	8 1/4
Less than 25 bbl. lots, 1/4c more.	

Salt—	
Granulated, carlots, per ton, f.o.b. Chicago, bulk	14.00
Medium, carlots, per ton, f.o.b. Chicago, bulk	14.10
Rock, carlots, per ton, f.o.b. Chicago	14.00

Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans	11.40
Second sugar, 90 basis	10.00
Syrup testing 63 to 65 combined sucrose and invert, New York	11.25
Standard gran. f.o.b. refiners (2%)	11.40
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	11.40
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	11.40

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	8	12
Cinnamon	12	16
Cloves	20	24
Coriander	5	12 1/2
Ginger	45	22
Mace	13	16
Nutmeg	13	16
Pepper, black	13	16
Pepper, Cayenne	26	26
Pepper, red	18	22
Pepper, white	18	22

1931
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October 3, 1931.

THE NATIONAL PROVISIONER

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Sept. 30, 1931.	
Prime native steers—		
400-600	17	@18
600-800	16	@18 1/2
800-1000	15	@16
Good native steers—		
400-600	16 1/2	@16 1/2
600-800	15	@16
800-1000	14 1/2	@15
Medium steers—		
400-600	15	@15 1/2
600-800	13 1/2	@14 1/2
800-1000	13	@14 1/2
Hefers, good, 400-600	14	@16 1/2
Cows, 400-600	9	@7
Butt quarters, choice		@23 1/2
Fore quarters, choice		@12 1/2

Beef Cuts.

	Week ended Sept. 30, 1931.	Cor. week, 1930.
Steer loins, prime	@34	
Steer loins, No. 1	@33	
Steer short loins, prime	@30	
Steer short loins, No. 1	@44	
Steer short loins, No. 2	@38	
Steer loin ends (hips)	@22	
Steer loin ends, No. 2	@22	
Low short loins	@17	
Cow ribs, No. 2	@11	
Cow loin ends (hips)	@14	
Steer ribs, prime	@22	
Steer ribs, No. 1	@20 1/2	
Steer ribs, No. 2	@19 1/2	
Cow ribs, No. 1	@9	
Cow ribs, No. 3	@9	
Steer rounds, prime	@15 1/2	
Steer rounds, No. 1	@15	
Steer rounds, No. 2	@14 1/2	
Steer chuck, prime	@12 1/2	
Steer chuck, No. 1	@12	
Steer chuck, No. 2	@11 1/2	
Cow rounds	@10	
Cow chuck	@9	
Steer plates	@3 1/2	
Briskets, No. 1	@12	
Steer navel ends	@5	
Ox navel ends	@5	
Pure shanks	@5	
Head shanks	@3 1/2	
Strip loins, No. 2	@50	
Strip butts, No. 1	@30	
Strip butts, No. 2	@22	
Beef tenderloins, No. 1	@55	
Beef tenderloins, No. 2	@50	
Rump butts	@18	25
Flank steaks	@16	
Shoulder clods	@9 1/2	20
Hanging tenderloins	@8	
Insides, green, 5@8 lbs.	@7 1/2	
Outsides, green, 5@8 lbs.	@9 1/2	
Knuckles, green, 5@8 lbs.	@9 1/2	

Beef Products.

Brains (per lb.)	@6	@12
Hearts	@5	@14
Tongues	@22	35
Sweetbreads	@15	@42
Ox tails, per lb.	@8	
Frash tripe, plain	@15	7
Frash tripe, H. C.	@8	@10
Livers	@15	17
Kidneys, per lb.	@11	@14

Veal.

Choice carcass	@15	25
Good carcass	@14	20
Good saddles	@22	30
Good racks	@10	18
Medium racks	@9	13

Veal Products.

Brains, each	@6	12
Sweetbreads	@45	@75
Calf livers	@45	55

Lamb.

Choice lambs	@17	@24
Medium lambs	@15	@21
Choice saddles	@20	@30
Medium saddles	@18	@28
Medium forecs	@12	@18
Lamb fries, per lb.	@11	@17
Lamb tongues, per lb.	@12	@16
Lamb kidneys, per lb.	@20	@30

Mutton.

Heavy sheep	@3	@8
Light sheep	@7	@12
Heavy saddles	@5	@40
Light saddles	@8	@16
Heavy forecs	@2	@6
Light forecs	@4	@10
Mutton legs	@11	@18
Mutton loins	@7	@15
Sheep stew	@3	@8
Sheep tongues, per lb.	@10	@16
Sheep heads, each	@10	@12

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@18	@29
Picnic shoulders	@10 1/2	@17
Skinned shoulders	@10	@18
Tenderloins	@40	@47
Spare ribs	@10	@14
Back fat	@9	@14
Boston butts	@12	@23
Boneless butts, cellar trim,		
2@4	@16	
Hocks	@7	@13
Tails	@7	@12
Neck bones	@3 1/2	@14
Slip bones	@9	@14
Blade bones	@9	@14
Pigs' feet	@4	@7
Kidneys, per lb.	@6	@11
Livers	@5 1/2	@8
Brains	@10	@14
Ears	@5	@7
Snouts	@7	@7
Heads	@8	@10

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@21
Country style sausage, fresh in bulk	@14 1/2
Country style sausage, fresh in bulk	@12 1/2
Country style pork sausage, smoked	@17
Frankfurts in sheep casings	@18
Frankfurts in hog casings	@17
Bologna in beef bungs, choice	@14 1/2
Bologna in cloth, paraffined, choice	@13
Bologna in beef middles, choice	@16 1/2
Liver sausage in hog bungs	@16 1/2
Smoked liver sausage in hog bungs	@19 1/2
Liver sausage in beef rounds	@12 1/2
Head cheese	@16
New England luncheon specialty	@21
Mixed luncheon specialty, choice	@16
Tongue sausage	@22
Blood sausage	@15
Sausage	@15
Polish sausage	@16 1/2

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@44
Thuringer Cervelat	@18
Farmer	@26
Holsteiner	@26
B. C. Salami, choice	@43
Milano Salami, choice, in hog bungs	@37
B. O. Salami, new condition	@18
Frissena choice, in hog middles	@33
Genoa style Salami	@44
Pepperoni	@33
Mortadella, new condition	@18
Capicola	@43
Italian style hams	@35
Virginia hams	@30

SAUSAGE MATERIALS.

Regular pork trimmings	@6
Special lean pork trimmings	7 1/2 @ 8
Extra lean pork trimmings	9 1/2 @ 10
Neck bone trimmings	@6
Pork cheek meat	@3
Pork livers	@3
Pork hearts	@4
Native boneless bull meat (heavy)	@9
Boneless chuck	@7 1/2
Shank meat	@6 1/2
Beef trimmings	@8
Beef hearts	@3 1/2
Beef cheeks (trimmed)	@4 1/2
Dressed canners, 350 lbs. and up	@5 1/2
Dressed cutter cows, 400 lbs. and up	@6 1/2
Pork tongues, canned, S. F.	@6
Dr. bologna buns, 600 lbs. up	@7
Beef tripe	@2

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 180 pack	.23
Domestic rounds, 140 pack	.35
Export rounds, wide	.51
Export rounds, medium	.25
Export rounds, narrow	.32
No. 1 weasands	.13
No. 2 weasands	.07
No. 1 bungs	.12
No. 2 bungs	.12
Middles, regular	.95
Middles, select, wide, 2@2 1/2 in. diameter	1.25
Dried bladders:	
12-15 in. wide, flat	1.70
10-12 in. wide, flat	1.20
8-10 in. wide, flat	.60
6-8 in. wide, flat	.50
Hog casings:	
Narrow, per 100 yds.	2.75
Narrow, special, per 100 yds.	2.25
Medium, regular, per 100 yds.	1.10
Wide, per 100 yds.	.70
Extra wide, per 100 yds.	.75
Export bungs	.30
Large prime bungs	.22
Medium prime bungs	.12
Small prime bungs	.6 1/2 @ 7
Middles, per set	.20
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$5.00
Large tins, 1 to crate	6.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	6.25
Large tins, 1 to crate	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate	5.25
Large tins, 1 to crate	6.25

DRY SALT MEATS.

Extra short clears	@7 1/2
Extra short ribs	@7 1/2
Short clear middles, 60-lb. av.	@11
Clear bellies, 15@20 lbs.	@8
Clear bellies, 14@18 lbs.	@8 1/2
Rib bellies, 20@25 lbs.	@7 1/2
Rib bellies, 25@30 lbs.	@7 1/2
Fat backs, 10@12 lbs.	@7 1/2
Fat backs, 14@18 lbs.	@7 1/2
Regular plates	@6
Butts	@6 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@20
Fancy skd. hams, 14@16 lbs.	@20 1/2
Standard reg. hams, 14@16 lbs.	@18
Picnics, 4@8 lbs.	@15 1/2
Fancy bacon, 6@8 lbs.	@25 1/2
Standard bacon, 6@8 lbs.	@19
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	@37
Outsides, 5@9 lbs.	@27
Knuckles, 5@9 lbs.	@33
Cooked hams, choice, skin on, fattened	@27
Cooked hams, choice, skinless, fattened	@29
Cooked picnics, skin on, fattened	@21
Cooked picnics, skinned, fattened	@22
Cooked loin roll, smoked	@38

BARRELED PORK AND BEEF.

Mess pork, regular	\$17.50
Family back pork, 24 to 34 pieces	\$22.50
Family back pork, 35 to 45 pieces	\$23.00
Clear back pork, 40 to 50 pieces	\$19.00
Clear plate pork, 25 to 35 pieces	\$13.25
Brisket pork	\$14.00
Bean pork	\$13.00
Plate beef	\$12.50
Extra plate beef, 200 lb. bbls.	\$18.50

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	45.00
Lamb tongues, long cut, 200-lb. bbl.	30.00
Lamb tongues, short cut, 200-lb. bbl.	37.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@14 1/2
Nut, 1-lb. cartons, f.o.b. Chicago	@12
(30 and 60-lb solid packed tubs, 1c per lb. less)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@12

LARD.

Prime steam, cash (Ed. Trade)	@7.12 1/2
Prime steam, loose (Ed. Trade)	@6.92 1/2
Kettle rendered, tierces, f.o.b. Chgo.	@10
Refined lard, tierces, f.o.b. Chgo.	@9
Leaf, kettle rendered, tierces, f.o.b. Chgo.	@10
Neutral, in tierces	@10
Compound, vegetable, tierces, c.a.f.	@7 1/2

OLEO OIL AND STEARINE.

Oleo stocks	@6
Prime No. 1 oleo oil	@5 1/2
Prime No. 2 oleo oil	@5 1/2
Prime No. 3 oleo oil	@4 1/2
Prime oleo stearine, edible	7 1/2 @ 7 1/2

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	4 @ 4 1/2
Prime packers' tallow	3 1/2 @ 3 1/2
No. 1 tallow, 10% f.f.a.	2 1/2 @ 2 1/2
No. 2 tallow, 40% f.f.a.	2 1/2 @ 2 1/2
Choice white grease	3 1/2 @ 3 1/2
A-White grease	3 @ 3 1/2
B-White grease, max. 2% acid	2 1/2 @ 2 1/2
Yellow grease, 10@15%	3 1/2 @ 3 1/2
Brown grease, 40% f.f.a.	2 @ 2 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley, points nom., prompt	3 1/2 @ 3 1/2
White, deodorized, in bbls., f.o.b. Chgo.	6 1/2 @ 6 1/2
Yellow, deodorized	6 1/2 @ 6 1/2
Soap stocks, 50% f.f.a., f.o.b.	@2
Corn oil, in tanks, f.o.b. mills	3 1/2 @ 4
Soya bean oil, f.o.b. mills	3 1/2 @ 3 1/2
Cocconut oil, seller's tanks, f.o.b. coast	3 @ 3 1/2
Refined in bbls., f.o.b. Chicago	6 1/2 @ 6 1/2

Retail Section

Advertising Aids Dealer Packer also Delivers Cooked Hams Hot and to Order

Meat retailers appreciate packer cooperation which helps them increase sales.

Packer advertising in local newspapers makes consumers meat conscious. It also sometimes lists the names of dealers.

One Western packer uses this means of helping his dealers, but also has other dealer helps.

One striking feature is cooked hams delivered to the dealer hot from the packer's oven. They are advertised as "Cooked to the order of the housewife."

The cooperative advertising campaign of the Carstens Packing Co., Tacoma and Spokane, Wash., has been under way for some time. Dealers of both cities participate in it.

Plan of the Campaign.

The packing company features certain meat cuts with price in each of the advertisements which appear in Friday's daily newspapers. At the same time it emphasizes some facts of immediate interest to the housewife—such as "nickels and dimes are not chicken feed but money again"—or something regarding the food needs of the children of the family, or the head of the family, or someone else close to the heart of the housewife.

The individual meat retailer, too, is taken care of in these advertisements. Not only are the names of the cooperating retailers listed prominently in the advertisements, but the service these dealers are prepared to give the trade is emphasized.

The name of the packer is kept in the background. The company's trademarked hams and bacon are featured, but in no other way does the name appear.

Ham Hot from the Oven!

However, a novel service provided by the company for its retailers to pass on to their trade is featured in a number of the advertisements. This is the "ham cooked to the order of the housewife" and delivered sizzling hot to the retailer.

One advertisement featuring this ham says:

Oh, what ham! Baked and sizzling hot right out of the large Carstens ovens to you through your own meat dealer. Served hot or cold . . . costs less . . . the flavor is baked in . . . all ready to serve. All hams are fancy sugar cured, especially selected and as sweet as sugar cane.

This service was developed by the

Carstens Packing Co. some time ago to take care of the needs of the family either not prepared to bake whole hams, or not desirous of doing so during the warmer months, which at the same time does not wish to be deprived of delicious baked ham. The ham carries all of the ear marks of the home-baked product, but is said to be superior in its deliciousness because of correct temperatures and ideal handling throughout the cooking process.

Heretofore Carstens baked hams were sold only for picnics and other gatherings where a large number of hams would be used, but under the new plan individuals may buy the hams through retailers. Properly timed, the Carstens Packing Company says, these hams can be turned over to the meat dealer still sizzling hot and may be kept heated for some time. They can also be warmed in the family oven, ready to serve.

The advertising campaign is reported to be mutually profitable and to be attracting the attention of the meat trade in other Northwestern cities.

Nickels and Dimes

are Not "Chicken Feed"

But Money Again

When Buying Meat From Your Independent Meat Dealer

Nickels and dimes can no longer be considered "chicken feed" . . . that with today's meat prices lower than at any time in years, the purchasing power of nickels and dimes have taken on a new significance. Read the meat prices below and learn the value of your nickels and dimes today.

STEER
Pot Roasts
13¢

FANCY MILD
SUGAR CURED
Hams
23¢

FANCY MILD
PED SPRING
Chickens
27¢

PLATE
Boiling Beef
9¢

Call on Your Individual Meat Dealer!

Assorted & Roast Beef 100 South 2nd Street	Boyle's Market 100 South 2nd Street	Green City Market 100 South 2nd Street
Brookside Meat Market 100 South 2nd Street	Big Street Meat Market 100 South 2nd Street	Standard Market 100 South 2nd Street
Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street
City Meat Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street
Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street
Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street
Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street
Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street
Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street	Carstens's Market 100 South 2nd Street

HELPS RETAILER AND PACKER.

Typical lay-out in cooperative advertising that is of direct and indirect advantage to retailer and packer respectively. These advertisements are sponsored by the packer, their cost being distributed among the retailers listed at the bottom. This gives each retailer the advantage of large newspaper display at minimum cost.

RETAILERS IN SAUSAGE DRIVE.

A demonstration of pork sausage window-dressing by an expert in this field, and speeches telling the retailer how to increase his profits through the sale of pork sausage—these will be features of a meeting of the Southwest Branch of the Chicago Retail Meat Dealers' Association, to be held in conjunction with the Meat Council of Chicago on October 5.

The gathering will be held in the meeting place of the Southwest branch at West 22nd and Lombard ave., at 8 o'clock. Retailers from La Grange, Hinsdale, Riverside, Berwyn, Cicero, Summit, Argo and Maywood will attend, as well as a number of salesmen from packing and sausage manufacturing companies. A program of entertainment has been arranged for the meeting and refreshments will be served.

Another meeting under the auspices of the Central Branch of the Chicago Retail Meat Dealers' Association will be held in the meeting place of that group on October 7. A program of entertainment and an educational demonstration on pork sausage window dressing will be sponsored at this meeting by the Meat Council.

A meeting of a similar nature with the Polish branch of the association will be held on October 11.

To Push Pork Sausage.

It was decided at a recent meeting of the sausage advertising committee to concentrate all efforts for the remaining weeks of the campaign on securing the cooperation of meat dealers in pushing pork sausage. Newspaper advertisements for the remaining weeks of the campaign will be devoted to pork sausage, and participants will hold meetings of their salesmen to urge upon them the necessity of pushing this product.

NEWS OF THE RETAILERS.

Charles Kile & Son, White Pigeon, Mich., have engaged in the meat and grocery business.

E. F. Rolette has opened a meat market at 328 East 12th st., Portland, Ore.

S. C. Rugg, Stalls 4 & 5, Economy Market, First ave. and Pike st., Seattle, Wash., is reported succeeded by Edward R. Sager.

The Pacific Market Co. has succeeded to the meat business at 125 N. Howard st., Spokane, Wash., formerly owned by W. H. Heisler.

J. E. Clayton, Dallas, Ore., is reported to have sold an interest in his meat and grocery business to Harry Scott.

Carl Nelson has opened a meat mar-

ket and grocery at 4025 Beach Drive, Seattle, Wash.

P. J. Groner, Reedsport, Ore., has sold the Umpqua Cash Market to Tony Mlynar.

W. H. Terry has engaged in the meat business at 392 East Burnside st., Portland, Ore.

G. S. Lund, Monroe, Wash., has opened the Union Cash Meat Market.

Harry Ellis will open a meat market at Prescott, Ia.

Everett and Herbert Richards bought the meat department of the Morris Store, West Liberty, Ia.

Charles Peterson has purchased the LaFayette Meat Market, LaFayette, Minn.

The Independent Cash Grocery, Worthington, Minn., has added a meat department.

Tetrault and Menier have opened a meat market at Cavalier, N. Dak.

F. J. Rolszynski will open a meat market at Grafton, N. Dak.

P. A. Lee, Inc., 801 Gunderson ave., Oak Park, Ill., has been incorporated with a capital stock of \$50,000, will operate a grocery and meat market. Incorporators are: Peter A. Lee, Lauretta Larson, Ralph J. Gutsell.

Carl Goldapp has purchased the Kirkland Cash Market, Kirkland, Wash., from M. E. Quackenbush.

The building housing the Wilson & Lynch Meat Market, Scappoose, Ore., has been destroyed by fire.

The meat market of L. R. Reichert, McMinnville, Ore., has been purchased by Henry Hoffman.

Graham N. Shaw and Hugh Sigismund have taken over the Double Six Market at New Westminster, B. C., and will operate it as Shaw's Cash Market.

F. A. Hegg & Sons have added a meat department to their grocery business at Sedro Woolley, Wash., under the management of Nels Enberg.

ERRORS OF RETAIL SELLING.

Many workers behind the counters of retail stores do not get the proper training or are indifferent. The result is that they fail to use constructive selling to increase sales. An eastern newspaper recently sent out members of its staff on shopping expeditions to determine what sales peoples' weaknesses are. Here is what was discovered:

Salespeople:

1. Did not show enough merchandise.
2. Did not respond to customer quickly enough.
3. Asked questions that were meaningless.
4. Limited their opportunities to make sales.
5. Did not create a desire for the merchandise through failure to give enough merchandise information.
6. Stated that they had other merchandise without securing that merchandise and showing it to customer.
7. Did not volunteer information which made it necessary for customer to ask questions about goods.

8. Handled question of price poorly without justifying it.

9. Did not sense customer wants.

10. Ignored customer preferences.

11. Gave an impression of indifference. Acted bored. Customer would often refuse to buy because of clerk's attitude.

In contrast to the above, constructive salesmanship was shown as follows:

Salespeople:

1. Produced merchandise at once in response to definite requests.
2. Asked constructive, worthwhile questions.
3. Secured the necessary background to make a good approach.
4. Used the initiative to get customer to try the merchandise.
5. Used selling points and displayed merchandise well.
6. Handled question of price tactfully and minimized its importance.
7. Sensed customer's wants.
8. Showed enthusiasm.
9. Made suggestions cleverly without the use of senseless questions.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

STUFFING FOR PORK SHOULDER.

Two tablespoons of butter or other fat, 1 tablespoon chopped onion, 1 cup finely cut celery and tops, 2 tablespoons chopped parsley, 2½ cups fine dry bread crumbs, ½ cup seeded chopped raisins, grated rind of ½ lemon, ½ teaspoon of salt.

Cook the onion, celery, and parsley in the fat for a few minutes. Mix the raisins thoroughly with the bread-crumbs, stir in the cooked vegetables and add the lemon rind and salt. This is sufficient for a 4- to 5-lb. shoulder.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Oct. 1, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$16.50@18.00		\$17.50@18.50	
Good	15.50@17.00		17.00@18.00	
Medium	13.00@15.50			
STEERS (550-700 lbs.):				
Choice	15.50@16.50		16.50@17.50	16.00@17.50
Good	14.50@15.50		15.00@16.50	14.50@16.00
STEERS (700 lbs. up):				
Choice	14.00@15.50	16.00@17.00	15.50@16.50	15.50@16.50
Good	13.00@14.00	14.50@16.00	14.00@16.00	14.00@15.50
STEERS (500 lbs. up):				
Medium	10.00@12.50	12.50@14.50	11.00@14.00	10.50@13.50
Common	8.50@10.00	11.50@12.50	9.00@11.00	9.00@10.00
COWS:				
Good	8.50@10.00	10.50@11.50	10.50@12.50	10.50@12.00
Medium	7.50@ 8.50	9.50@10.50	9.00@10.50	9.00@10.00
Common	6.50@ 7.50	8.50@ 9.50	7.00@ 9.00	8.00@ 9.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	14.00@16.00	16.00@17.00	18.00@20.00	15.00@16.00
Good	13.00@15.00	14.00@16.00	16.00@19.00	14.00@15.00
Medium	11.00@13.00	12.00@14.00	14.00@18.00	10.00@13.00
Common	9.00@11.00	11.00@12.00	12.00@14.00	9.00@10.00
CALF (2) (3):				
Choice	10.00@12.00		13.00@16.00	12.00@13.00
Good	9.00@11.00	12.00@13.00	11.00@13.00	10.00@12.00
Medium	7.50@ 9.00	10.00@12.00	10.00@11.00	9.00@10.00
Common	6.50@ 7.50	9.00@10.00	8.00@10.00	8.00@ 9.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	14.00@16.00	16.00@17.00	16.00@17.00	17.00@18.00
Good	13.00@15.00	15.00@16.00	14.00@16.00	15.00@17.00
Medium	12.00@14.00	13.00@15.00	13.00@14.00	14.00@15.00
Common	11.00@12.00	11.00@13.00	11.00@13.00	11.00@13.00
LAMB (39-45 lbs.):				
Choice	14.00@16.00	16.00@17.00	16.00@17.00	17.00@18.00
Good	13.00@15.00	15.00@16.00	14.00@16.00	15.00@17.00
Medium	12.00@14.00	13.00@15.00	13.00@14.00	14.00@15.00
Common	11.00@12.00	11.00@13.00	11.00@13.00	11.00@13.00
LAMB (46-55 lbs.):				
Choice	14.00@15.00	15.00@16.00	15.00@16.00	15.00@16.00
Good	12.00@14.00	14.00@15.00	14.00@15.00	14.00@15.00
MUTTON (Hwe) 70 lbs. down:				
Good	6.00@ 8.00	8.00@ 9.00	7.00@ 9.00	7.00@ 8.00
Medium	4.00@ 6.00	6.00@ 8.00	6.00@ 7.00	6.00@ 7.00
Common	3.00@ 5.00	5.00@ 6.00	4.00@ 6.00	5.00@ 6.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	16.00@18.00	21.00@22.00	20.00@21.00	19.00@21.00
10-12 lbs. av.	17.00@19.00	21.50@23.00	19.00@20.00	18.50@20.00
12-15 lbs. av.	15.00@17.00	20.50@22.00	17.00@18.00	17.00@19.00
16-22 lbs. av.	13.00@14.00	17.00@19.00	14.50@16.00	15.00@16.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	9.00@10.00		11.00@14.00	12.00@13.00
PICNICS:				
6-8 lbs. av.		11.00@12.00		11.00@12.00
BUTTS, Boston Style:				
4-8 lbs. av.	10.00@14.00		13.00@15.00	12.00@14.00
SPARE RIBS:				
Half Sheets	10.00@12.00			
TRIMMINGS:				
Regular	5.50@ 6.00			
Lean	7.50@10.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

New York Section

AMONG RETAIL MEAT DEALERS.

One of the most successful meetings of retail meat dealers was held last Tuesday evening at the Pythian Temple, New York, with an attendance of over 500, among whom were not only retail dealers and their wives but an excellent representation of local wholesalers and packer executives. The talk of Mrs. Virginia Clarahan of the Institute of American Meat Packers covering "Selling Meat to the Housewife" created much interest and brought out many valuable tips for the retailer. F. H. Helmrich, of Armour and Company, who is regarded as an expert in the meat field, gave a splendid lamb cutting demonstration and his talk was received with enthusiasm on the part of all those present. Other speakers during the evening were Lester Kirschbaum, chairman; his able assistant, Edwin A. Williams, who is also business manager of Ye Olde New York Branch; George Kramer, Alvin Freirich and Arthur Kleeblatt. Since it is believed that members of the various branches profit from these open meetings through their association with each other and their contacts with those in the wholesale field, plans are under consideration for another large meeting to take place at an early date.

First anniversary of the interbranch meetings by the combined Brooklyn and Jamaica Branches was celebrated on September 24. The celebration took the form of an open meeting followed by a supper and was held in Brooklyn Branch meeting room. There were large delegations from this as well as from Eastern District, Jamaica, South Brooklyn and Ye Olde New York Branches. Anton Hehn was chairman and the speakers included Attorney Aaron H. Kaufman, who spoke on depression and its causes; Arthur Dore, District Attorney's office, on crime; State president

David Van Gelder on Association Work; Mr. Balfe, vice president, R. C. Williams Co., on combination stores; Albert Rosen, on cooperative buying and W. H. Wild, president, Jamaica Branch, on plans for next interbranch meeting.

On Thursday afternoon of last week the first social of the Ladies' Auxiliary was held in the Hotel McAlpin. Mrs. Gus Fernquist and Mrs. W. H. Wild of Jamaica were the hostesses. Bridge and bunco were played. Prizes were awarded to Mrs. R. Ehrenreich, Mrs. Fred Hirsch, Mrs. Kleet and Mrs. Anton Hehn. Mrs. Fernquist and Mrs. Wild proved ideal hostesses as the affair was a success socially and financially. Mrs. Joseph Rossman, Mrs. Steve Kettel, Mrs. William Kettel and Mrs. Wolf were welcomed as members.

Mr. and Mrs. Charles Hembdt entertained a party from Jamaica at their country home, Croton Lake, September 27. Golf, tennis and other games were enjoyed. Among the guests were Mr. and Mrs. Gus Fernquist and two sons, Mr. and Mrs. C. Fischer, Mr. and Mrs. Chris Roessel, Mr. and Mrs. Fred Schneider and son, Mr. and Mrs. W. H. Wild and Mr. and Mrs. R. Schumaker.

William Ziegler of Ye Olde New York Branch and Mrs. Ziegler, a past president of Ladies' Auxiliary celebrated a wedding anniversary last Saturday.

Leo Spandau, past president Bronx Branch and Mrs. Spandau, financial secretary Ladies' Auxiliary, celebrated their sixteenth wedding anniversary September 26.

Gus Fernquist, secretary Jamaica Branch and Mrs. Fernquist, an active member, Ladies Auxiliary, celebrated the twelfth anniversary of their wedding on September 28.

NEW YORK NEWS NOTES.

O. E. Jones, refinery department, Swift & Company, Chicago, visited New York for a few days during the past week.

President Samuel Slotkin, Hygrade Food Products Corporation, spent a few days in Buffalo, N. Y., during the past week on business.

Miss Helen Tarrant, secretary to plant superintendent W. J. Grace, Armour and Company, Jersey City, N. J., for the past ten years, has tendered her resignation and will become the bride of James Cassidy on October 12.

Chicago visitors to the plant of the New York Butchers Dressed Meat Co. during the past week included W. H. Sapp, comptroller; J. A. Lane, of the comptroller's office, and F. D. Green, assistant general superintendent, all of Armour and Company.

Meat, fish, poultry and game seized and destroyed by the New York City Health Department during the week ended September 26, 1931, was as follows: Meat.—Brooklyn, 402 lbs.; Manhattan, 1,621 lbs.; Bronx, 428 lbs.; total, 2,451 lbs. Fish.—Brooklyn, 300 lbs.; Manhattan, 175 lbs.; total, 475 lbs. Poultry and Game.—Brooklyn, 1 lb.; Manhattan, 375 lbs.; Bronx, 12 lbs.; total, 388 lbs.

PACKING WORKERS FOR RUSSIA.

Sixty Russian-born residents of Sioux City, Ia., will leave in October for Moscow, Russia, where they will work in the new government meat packing plant now being erected there, which was described in a recent issue of THE NATIONAL PROVISIONER. Similar groups from Kansas City and other middle Western packing plants will leave on the same boat. While in the United States these men have worked in packing plants and learned American methods of operation. In the Russian plants they will serve as department heads and instructors in modern packinghouse methods.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughterers under city and federal inspection at Philadelphia for the week ended September 26, 1931:

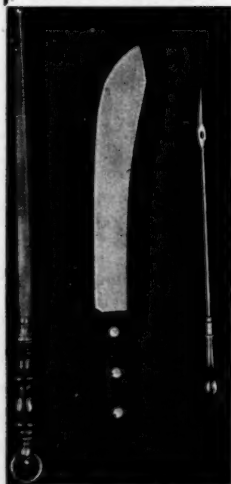
	Week ended Sept. 26.	Prev. week.	Oct. week, 1930.
West. drsd. meats:			
Steers, carcasses	2,160	2,518	2,880
Cows, carcasses	523	779	781
Bulls, carcasses	352	323	315
Veals, carcasses	1,107	1,073	1,002
Lambs, carcasses	16,064	15,330	14,900
Mutton, carcasses	643	628	1,200
Pork, lbs.	485,172	381,481	400,000
Local slaughterers:			
Cattle	1,561	1,663	1,200
Calves	2,903	2,806	2,200
Hogs	14,088	13,600	13,000
Sheep	8,756	7,223	5,500

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended Sept. 26, 1931, with comparisons:

	Week ended Sept. 26.	Prev. week.	Oct. week, 1930.
West. drsd. meats:			
Steers, carcasses	2,117	2,323	2,800
Cows, carcasses	1,244	900	1,400
Bulls, carcasses	13	18	0
Veals, carcasses	752	501	1,100
Lambs, carcasses	21,505	17,112	24,500
Mutton, carcasses	278	450	0
Pork, lbs.	400,567	108,716	400,000

EXCEPTIONAL VALUE!



This complete set of five quality butcher tools sent postpaid to any part of the United States on receipt of this advertisement and \$5.00. C.O.D. order not accepted—send cash or check. Fully Guaranteed. **\$5.00**

- 1—6" Boning Knife, Best Quality Steel
- 1—9" Solid Steel Market Cleaver, German Pattern, 2 lb. 10 oz.
- 1—10" Roast Beef Tier, with eye
- 1—12" Steak Knife, Straight or Cimeter Type (state which)
- 1—14" Butcher Steel, Genuine "Dick" Magnetized

SEND THIS ADVERTISEMENT WITH YOUR ORDER!

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414 East 102nd St.

New York, N. Y.



To make really superior sausage seasoning it is necessary to know how to make good sausage

The Man Who Knows



The Man You Know

The principals of this concern know how to make BOTH. Packers all through the industry recognize their ability as expert sausage-makers. This accounts for the wide acceptance of H. J. Mayer sausage seasoning.

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago
Canadian Plant, Windsor, Ont.

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QUALITY AND SERVICE
GIVE US A TRIAL
BUTTER CARTONS
NATIONAL CARTON CO.
JOLIET, ILLINOIS.

MEAT BAGS
BURLAP
STOCKINETTE
COTTON

E.S. HALSTED & CO., Inc.

64 PEARL ST., NEW YORK CITY

Joseph Wahlman, Dept. Mgr.

(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



You can't build profits without EFFORT

- These are "full-steam" days. To hold your own, you must work harder than ever and you must *think* harder.
- The packer who recognizes the fact that there is a distinct consumer preference for packaged meat products is building volume sales today. The leaders are using the KLEEN KUP for sausage meat, chili con carne, and lard. Here is a package whose sales appeal creates the buying urge which results in volume sales.
- Our Package Development Department will gladly send you samples of meat packages which are winning high public acceptance.

ESPECIALLY-BUILT PACKAGES FOR SAUSAGE MEAT
— LARD — CHILI CON CARNE — FROZEN FRUITS

KLEEN KUP

The Package That
Sells Its Contents

Mono Service Co.
NEWARK NEW JERSEY

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	6.00@7.50
Cows, good	4.50@5.50
Bulls, light to medium	3.00@4.00

LIVE CALVES.

Vealers, good to choice	9.00@11.50
Vealers, medium	6.00@9.00

LIVE LAMBS.

Lambs, good to choice	7.50@8.50
Lambs, medium	5.25@7.50
Lambs, common	4.00@5.25

LIVE HOGS.

Hogs, 160-220 lbs.	@ 6.25
Hogs, 280 lbs.	@ 5.25
Hogs, 220-300 lbs.	5.50@6.00

DRESSED HOGS.

Hogs, heavy	@10.50
Hogs, 180 lbs.	@11.00
Pigs, 80 lbs.	@10.75
Pigs, 60-140 lbs.	@10.75

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	17 @18
Choice, native, light	18 @19
Native, common to fair	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	16 @17
Native choice yearlings, 440@600 lbs.	17 @18
Good to choice heifers	15 @16
Good to choice cows	13 @14
Common to fair cows	10 @11
Fresh bologna bulls	7 @ 7 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @24	22 @24
No. 2 ribs	19 @21	20 @21
No. 3 ribs	16 @18	17 @19
No. 1 loins	28 @32	30 @32
No. 2 loins	24 @26	26 @28
No. 3 loins	20 @22	22 @24
No. 1 hinds and ribs	15 @16	16 @17
No. 2 hinds and ribs	13 @14	14 @15
No. 3 hinds and ribs	11 @12	12 @13
No. 1 rounds	14 @15	14 @15
No. 2 rounds	13 @14	13 @14
No. 3 rounds	12 @13	12 @13
No. 1 chuck	11 @12	11 @12
No. 2 chuck	9 @10	10 @11
No. 3 chuck	7 @ 7 1/2	7 1/2 @ 8 1/2
Bolognas	7 @ 7 1/2	7 1/2 @ 8 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	50 @60	50 @60
Tenderloins, 5@6 lbs. avg.	50 @60	50 @60
Shoulder clods	11 @12	11 @12

DRESSED VEAL.

Choice	17 @19
Good	15 @16
Medium	12 @13
Common	10 @12

DRESSED SHEEP AND LAMBS.

Lambs, choice	16 @17
Lamb, good	14 @16
Sheep, good	6 @ 8
Sheep, medium	5 @ 7

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	17 @18
Pork tenderloins, fresh	40 @45
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	15 @16
Shoulders, Western, 10@12 lbs.	11 @12
Butts, boneless, Western	17 @18
Butts, regular, Western	13 @14
Hams, Western, fresh, 10@12 lbs. av.	14 @15
Hams, city, fresh, 6@10 lbs. av.	20 @22
Picnic hams, Western, fresh, 6@8 lbs. average	9 @10
Pork trimmings, extra lean	16 @17
Pork trimmings, regular 50% lean	8 @ 9
Spareribs, fresh	9 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 1/2 @22
Hams, 10@12 lbs. avg.	20 @21 1/2
Hams, 12@14 lbs. avg.	18 1/2 @20 1/2
Picnics, 4@6 lbs. avg.	13 1/2 @15
Picnics, 6@8 lbs. avg.	13 @14
Rollettes, 8@10 lbs. avg.	13 1/2 @14 1/2
Beef tongue, light	22 @24
Beef tongue, heavy	24 @27
Bacon, boneless, Western	23 @27
Bacon, boneless, city	17 @20
City pickled bellies, 8@10 lbs. avg.	14 @16

FANCY MEATS.

Fresh steer tongues, untrimmed	18c a pound
Fresh steer tongues, 1 c. trim'd	35c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	15c a pound
Mutton kidneys	10c each
Livers, beef	41c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .30 per cwt.
Breast fat	@ .60 per cwt.
Edible suet	@ .01 1/2 per lb.
Cond. suet	@ .85 per cwt.

GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 veals	7	1.05	1.10	1.15	1.75
Prime No. 2 veals	5	.85	.85	.90	1.50
Buttermilk No. 1	3	.70	.75	.80	....
Buttermilk No. 2	2	.55	.60	.65	....
Branded grubby	2	.30	.35	.45	....
Number 8	2	.25	.30	.35	.50

BUTTER.

Creamery, extra (92 score)	@33 1/4
Creamery, firsts (88 to 89 score)	27 1/2 @28 1/2
Creamery, seconds (84 to 87 score)	25 1/2 @26 1/2
Creamery, lower grades	24 1/2 @25

EGGS.

(Mixed colors.)

Extra, dozen	29 @27 1/2
Extra, firsts, dozen	29 1/2 @24 1/2
Firsts	22 1/2 @23
Checks	15 1/2 @16

LIVE POULTRY.

Fowls, colored, fancy via express	22 @26
Fowls, Leghorns, fancy, via express	20 @21

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	23 @26
Western, 48 to 54 lbs. to dozen, lb.	20 @22
Western, 43 to 47 lbs. to dozen, lb.	19 @20
Western, 36 to 42 lbs. to dozen, lb.	18 @19
Western, 30 to 35 lbs. to dozen, lb.	17 @18

Fowls—fresh—dry pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs. to dozen, lb.	23 @26
Western, 48 to 54 lbs. to dozen, lb.	23 @24
Western, 43 to 47 lbs. to dozen, lb.	21 @22
Western, 36 to 42 lbs. to dozen, lb.	20 @21
Western, 30 to 35 lbs. to dozen, lb.	19 @20

Chickens, fresh, 12 to box, prime:

Western, 10 to 13 lbs. to dozen, lb.	31 @33
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Ducks—

Long Island	17 1/2 @18
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Squabs—

White, ungraded, per lb.	25 @30
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Turkeys, fresh—dry pkd.:

Spring	35 @40
Young toms, choice	28 @35
Young hens, choice	28 @33

Fowls, frozen—dry, pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs., per lb.	26 @27
Western, 48 to 54 lbs., per lb.	22 @23
Western, 43 to 47 lbs., per lb.	20 @21

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended September 24, 1931:

	Sept. 18	19	21	22	23	24
Chicago	29 1/2	30	30	30	30 1/2	30 1/2
New York	32	33	33	32 1/2	32 1/2	33
Boston	33	33	33	32 1/2	33	33
Phila.	34	34	34	33 1/2	33 1/2	34

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	28 1/2	28 1/2	28 1/2	28 1/2	29	29
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1930.
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Chicago	28,297	34,230	30,888	2,519,227
N. Y.	45,636	56,641	42,781	2,832,833
Boston	13,934	12,951	10,144	851,128
Phila.	15,990	16,735	14,139	921,978

Total 103,857 120,557 97,902 7,125,166 7,017,143

Cold storage movement (lbs.):

	In Sept. 24.	Out Sept. 24.	On hand Sept. 25.	Same week-day last year.
Chicago	22,553	308,952	19,683,426	30,437,038
New York	162,121	275,141	9,545,011	15,586,165
Boston	42,760	91,177	5,895,190	10,537,076
Phila.	41,680	106,842	2,323,763	4,540,948
Total	269,114	785,112	37,547,380	60,881,227

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic and Gulf ports	8.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	8.15
Blood dried, 15-16% per unit	8.15
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.35 @ 2.40
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	3.00 @ 3.10
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd Bait & Norfolk	2.40 @ 2.50
Soda Nitrate in bags, 100 lbs. spot	@ 1.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	1.40 @ 1.50
Tankage, unground, 9@10% ammo	1.10 @ 1.20

Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	8.00
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.	8.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 4.00

Potash.

Manure salt, 20% bulk, per ton	8.00
Kalnit, 14% bulk, per ton	8.15
Muriate in bags, basis 80%, per ton	8.00
Sulphate in bags, basis 90%, per ton	8.00

Beef.

Cracklings, 50% unground	8.00
Cracklings, 60% unground	8.00

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 80.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	45.00 @ 50.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	45.00 @ 50.00
Thigh bones, avg. 50 to 80 lbs., per 100 pieces	75.00 @ 80.00
Horns, according to grade	75.00 @ 80.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended September 26, 1931, with comparisons:

	Week ended Sept. 26.	Prev. week.	Oct. week.
West. drsd. meats:			
Steers, carcasses	6,717	8,114	4,800
Cows, carcasses	625	615	1,000
Bulls, carcasses	234	301	100
Veals, carcasses	8,671	9,473	10,000
Lambs, carcasses	35,726	35,123	35,000
Mutton, carcasses	1,026	1,612	1,000
Beef cuts, lbs.	384,438	322,875	300,000
Pork, lbs.	1,256,322	1,643,497	1,500,000

Local slaughters:			
Cattle	7,494	8,297	1,000
Calves	12,326	13,418	1,000
Hogs	46,286	40,937	40,000
Sheep	77,427	77,061	80,000

MEAT IMPORTS AT NEW YORK.

For week ended September 25, 1931:

Point of origin.	Commodity.	Amount.
Canada—Bacon	1,400 lbs.	1,400
Canada—Bacon	1,400 lbs.	1,400
England—Bacon	4,400 lbs.	4,400
Germany—Bacon	1,400 lbs.	1,400
Germany—Sausage	1,400 lbs.	1,400
Germany—Ham	1,400 lbs.	1,400
Hungary—Sausage	1,400 lbs.	1,400
Holland—Ham	1,400 lbs.	1,400
Ireland—Bacon	1,400 lbs.	1,400
Ireland—Ham	1,400 lbs.	1,400
Italy—Sausage	1,400 lbs.	1,400

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LIES

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parisons:

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1991

3 1/2	4.00
3 1/2	1.00

1,300

1.33

1,501,511

7 522

21,000
42,211

YORK

25. 1981:

Answer:

1,000 lb.
250 lb.

407 lbs.

2,400 lbs.

2,736 lbs.

1994

6,000

1

Inc.

1995

100

15

100

ality as
Index

100

1997